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AMERICAN DRUGGIST

AND

PHARMACEUTICAL RECORD,

A Semi-monthly Illustrated - -
Journal of Practical Pharmacy.

CASWELL A. MAYO, Ph.G.,
EDITOR.

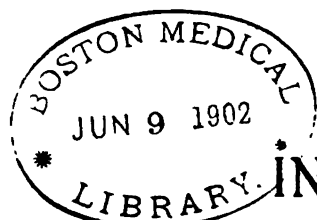
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THE PHARMACOPOEIA AS A LEGAL STANDARD.

THE growing recognition of the U. S. Pharmacopœia as a legal standard requires that the new edition be prepared with more regard for the existing commercial conditions than has heretofore been paid to this side of the question. This fact was recognized in the adoption by the pharmacopœial convention of instructions introduced by the delegates from Ohio, as follows:

(I.) That every article in the United States Pharmacopœia that has no medicinal value and is used solely for commercial or technical purposes be discarded from the next issue of the United States Pharmacopœia.

(II.) That every common name and English title of articles used in the present United States Pharmacopœia that is synonymous for both the medicinal and commercial drug be either discarded or modified so as to leave no doubt as to what is wanted.

A third recommendation, introduced by the Ohio delegation, to the effect that such hypercritical and circumstantial requirements for purity, quality and strength of articles of the materia medica of the United States Pharmacopœia be duly considered and modified, if possible, so as not to be too exacting on the retail pharmacist, had previously been adopted in substance at the instance of the out-going committee.

Probably no other single feature of the new Pharmacopœia will ultimately prove of such importance to the retail druggist as does this feature which bears upon the use of the work as a legal standard.

In England, although the pharmacopœia has through the Medical Council a sort of indirect connection with the Government, the work is not *per se* a legal standard, and save for those articles where it has been agreed upon as a standard, its right to be regarded as a standard must be established anew by testimony in each case. In some of the United States, notably in Ohio, the work has been adopted *in toto* as a legal

standard, and a strict application of the law under a former pure food commissioner of that State led to a series of prosecutions which kept the druggists of the State in constant litigation.

Under the Ohio recommendations crude carbolic acid and dried calcium sulphate (gypsum) would be dropped, as would, in all probability, crude antimony sulphide and the ingredients used in making mustard paper, viz.: caoutchouc, carbon disulphide and benzine.

The second recommendation is, however, the most far-reaching, as it covers a host of drugs which have wide commercial use and in which the commercial standards are not in consonance with those of the U. S. P. A list of the common synonyms which may be omitted from the Pharmacopœia under this recommendation follows:

Muriatic acid, diluted muriatic acid, boracic acid, nitromuriatic acid, solution peroxide hydrogen, barium peroxide, chloride of lime, corrosive sublimate, quicksilver, sugar of lead, white lead, litharge, caustic potash, cream of tartar, saltpeter, yellow prussiate of potash, caustic soda, borax, glauber's salts, epsom salts.

To the following English titles the word "purified" or its equivalent will be added, the official Latin title not being affected:

Acetic acid, arsenious acid, boric acid, carbolic acid, hydrochloric acid, nitrohydrochloric acid, nitric acid, sulphuric acid, phosphoric acid, salicylic acid, sulphurous and oxalic acid, ammonia water, ammonium chloride, ammonium carbonate, alum, burnt alum, lard, ether, alcohol, starch, solution of hydrogen dioxide, barium dioxide, benzine, precipitated calcium carbonate, precipitated calcium phosphate, chloride of calcium, lime, chlorinated lime, animal charcoal, charcoal, carbon disulphide [should be dropped], chloroform, cochineal, copper sulphate, ferrous sulphate, corrosive mercuric chloride, lead acetate, lead carbonate, lead oxide, potassa, potassium bitartrate, potassium cyanide, potassium nitrate, potassium ferrocyanide, soda, sodium borate, sodium carbonate, sodium hyposulphate, sodium sulphate, sublimed sulphur, precipitated sulphur, linseed oil, turpentine oil, zinc sulphate, zinc oxide, potassium permanganate,

magnesium sulphate, potassium carbonate, iron, and tar.

Only those who kept closely in touch with pharmacy in Ohio under the McNeal administration can fully comprehend the profound and far-reaching importance of the proposed changes. Whether the Committee of Revision will see fit to include all the changes indicated above in the 1900 Pharmacopoeia remains to be seen. But if some difference is not made between the terminology of the medicinal and the commercial article, the requirements of purity must in many instances be decidedly modified, unless it is desired to have the work made a means of harassing the retail drug trade beyond endurance.

THE MILITARY PHARMACIST.

TO Lieutenant W. G. Tuttle, Military Pharmacist of the National Guard of the State of New York, the first military pharmacist to whom has been issued a commission since the Civil War, we extend the evidence of our most distinguished consideration. Lieutenant Tuttle is a registered pharmacist in good standing, a gentleman of high character, and one whose social qualities eminently fit him for the distinction of being the first pharmacist in the United States to be honored with a commission.

Aside from the personal factors in this case, however, the issuance of this commission is an event of grave importance not only to military pharmacists in all branches of the service, but to all pharmacists everywhere. The attitude of the public toward the pharmacist has been as a rule satisfactory, except in the larger cities. In the West and South and in rural communities the pharmacist is generally a leading citizen. In the larger cities, however, the exactions of his calling have compelled the pharmacist to be so closely confined that his part in public affairs has been very small. This in a nation so accustomed to political activity on the part of all of its citizens has been instrumental in diminishing the respect and influence accorded to the city pharmacist. The fact that in our military and naval establishments the pharmacists were ranked as enlisted men and not as "officers and gentlemen," has further tended to diminish the respect attached to the calling, and the issuance of this commission is the first positive achievement of a movement which has been active for the past five years. We, therefore, not only congratulate Lieutenant Tuttle, but extend our congratulations to the pharmacists of the United States at large, and to those in the army medical service in particular, upon this first fruits of victory in the battle which

has been so long and so aggressively waged in their behalf.

It is reported that in tendering the nomination as military pharmacist to hospital stewards, certain surgeons in whom this power was vested intimated that the steward would scarcely find it worth his while to assume the expense involved in accepting the commission, since the law was to be repealed at the next session of the Legislature. That an effort will be made to repeal the law is generally conceded, several of the senior officers in the National Guard having frankly expressed their disapproval of the measure as it now stands, and it remains to be seen whether their disapproval, based purely upon social grounds and expressed by one of their number in the statement that he would as soon have a barber on his staff as a pharmacist, shall outweigh all consideration for the welfare of the National Guard, for it is the welfare of the Guard which demanded the change, and it was solely in consideration for that welfare that the law giving military pharmacists the title of lieutenant was enacted.

The fight which will be fought over this effort to repeal the law is one which interests pharmacists everywhere, for if this law be repealed in the State of New York the cause of military pharmacists will not recover from the blow for many years. If the law stands, we may hope to see similar laws enacted in every State, and, finally, by the United States itself.

NEW YORK AND THE GRADUATE REQUIREMENT.

IT was inevitable that the New York State Pharmaceutical Association should declare itself in favor of the "graduate requirement" (as the condition of insisting upon the production by candidates for examination by the Board of Pharmacy of a college diploma as a prerequisite has come to be designated), though it has not been done without a certain reservation; and the declaration is bound up with a condition which is very likely to cause some delay in the putting of it into effect. In the first place, the matter is to be allowed to lie dormant for one year, it being explicitly agreed among the parties concerned that no attempt shall be made during the next twelve months to make it part of the law of the State or procure legislation bearing upon it. The Committee on Legislation of the association has been instructed to prepare for presentation at the next annual meeting of the association a law which will provide for the graduate prerequisite to examination by the Board of Pharmacy, the same to be pushed for passage in the Legislature some time after 1901, and not to become operative until 1905.

The reservation above alluded to as being connected with the declaration in

favor of the graduate requirement is that the law providing for this shall also provide for suitable State control over the standard of the colleges and require that applicants for matriculation at the colleges pass a preliminary examination prescribed by the State Board of Regents. This, it will be seen, introduces a somewhat novel element into the discussion over the question of college education as a prerequisite to examination by the Board of Pharmacy, though it is well known that the difficulty which has hitherto attended the matter of settling the position of the colleges with regard to the regulation of the course of study prescribed by them and their standard of examination has been one of the real stumbling blocks in the way of establishing the graduate requirement by law. With the supervision of the colleges by the State the difficulty no longer exists, the prospect of higher things in pharmaceutical education and professional requirements becomes more clear, and the druggists of the State have fewer misgivings about the probable operation of a law of this character.

In this, as in many other reform movements, New York has set a good example to the other States of the Union, for the druggists of this State are the first to declare for the incorporation of the graduate requirement as a part of the pharmacy law of the State. It is true that action nearly akin to this has been taken at different times by other States, which, however, has always stopped short at a definite agreement that it should become part of the general law pertaining to the regulation of pharmacy in the different communities. The American Pharmaceutical Association has incorporated a provision of this kind in a "model law" recommended for adoption to the various States, and Ohio has declared itself in favor of it in the form of "Advice to Young Men of the Future," but the real step forward has been taken, as we have said, by the pharmacists of the Empire State, though it may be hard to force this conviction upon certain individuals who have not followed closely the more recent developments along this line of endeavor.

The adoption of the graduate requirement has been secured only after long discussion and investigation, and the final achievement in the adoption of a three-headed provision looking first to the establishment by law of the graduate requirement; second, to the overseeing by the State Regents of the educational qualifications of candidates for matriculation at a college of pharmacy, and third, the supervision by the State of the standard of education maintained by the several colleges, will be hailed with satisfaction by pharmacists everywhere. The pharmacists of the State have been fully repaid for the conservatism and care they have displayed in deciding upon the form which the new law should take—their motto has been "festina lente," and in this they have been fully justified by the results.

[Written for the *American Druggist*.]**COPPER IN NUX VOMICA.**

BY FREDERICK T. GORDON, U. S. N.

In two recent issues of the *AMERICAN DRUGGIST* notes appeared on some reactions of tincture of nux vomica and alkaline liquids, supposed to be due to the presence of copper as an element of the plant tissues in the nux vomica. My interest having been aroused by this phenomenon, I have recently made a number of experiments to determine the constancy of the reaction, and, if possible, to determine whether or not copper was usually present in preparations of this drug. As far as I have been able to go, I have not been able to secure the copper reaction in any of the preparations I could secure.

My experiments were made with five specimens of the U. S. P. tincture obtained from as many retail drug stores, two 10 per cent. tinctures made from solid extract by myself and one sample of tincture made by percolation in glass from ground nux seeds. Of each of these 5 Cc. were taken; 10 Cc. of spts. ammon. arom. and 10 Cc. of distilled water were added, the mixtures well shaken and set aside for four days. In none of these mixtures was any other color than a yellow developed, some being of a more reddish tint than others. To eliminate the personal factor I requested several visitors to pass an opinion on the color of the mixtures without consideration of their nature. All agreed in naming the color as yellow, there being a slight difference on the point of the reddish hue in some. There was absolutely no sign of a blue or green color.

At the same time as the above mixtures were prepared I also experimented on tinctures of nux vomica to which known amounts of copper had been added, the nitrate being used, in a standardized solution. Five Cc. of tincture, 10 Cc. of aromatic spirit of ammonia and 10 Cc. of distilled water were employed as in the first experiment. A summary of the results, with the amounts of copper added, is given:

With 0.0001 Gm. Cu. to 1 Cc. . . Yellow color (as plain).
 With 0.0005 Gm. Cu. to 1 Cc. . . Yellow, paler than No. 1, "whiter."
 With 0.001 Gm. Cu. to 1 Cc. . . Faint greenish tint, "light."
 With 0.005 Gm. Cu. to 1 Cc. . . Decided blue-green tint.

The color of these mixtures was most marked when freshly made; a gradual fading seemed to take place, until on the fourth day No. 4 was the only one which exhibited the green-blue tint, the others showing a dirty yellow. This experiment would indicate that 1 milligram of copper to the Cc. of tincture is about the least amount that will give the copper reaction with alkaline solutions.

I cannot conclude otherwise from the first experiment but that if copper is present in tincture of nux vomica, its presence is accidental and that it is most likely derived from the process of manufacture. However, I do not wish to be understood to insist on this, as my experiments were too limited in number to form a basis for a positive assertion. The proper way to settle the question would be to test the ash of various specimens of nux vomica for copper, care being taken to eliminate all possibility of absorption during the test. This I hope to do at an early date,

as the question seems to me to be one of great interest to pharmacists because of the possible changes in preparations of the drug they may send out in prescriptions where an alkaline liquid is also prescribed.

The U. S. P. tincture of nux vomica is now required to be made from the solid extract. Copper vessels are now largely used by manufacturers for evaporating pans, stills, etc., because of their superior heat conducting properties: the menstruum for the exhaustion of nux vomica contains acetic acid; so it is quite reasonable to suppose that during the process of distilling off the percolate and evaporating the extract to a solid consistency a small amount of copper may be taken up either by the acetic acid or possibly by the vegetable acid present in the nux vomica itself. This copper would, of course, appear in the tincture prepared from such a solid extract. It would be of interest to know if Professor Morrison prepared his tinctures from the solid extract or from the powdered seed direct.

Copper is so widely used by most manufacturers in their operations of percolation, evaporation, distilling, etc., that it is quite possible that other preparations than those of nux vomica may be found to have taken up small amounts of that metal during their manufacture. The dark color of most fluid extracts and the predominance of extractive matter would to a great extent mask the copper reaction (unless it was very pronounced) in an admixture of a fluid extract and an alkali, so that it might easily be overlooked. This latter proposition opens a field for future investigation that may lead to important results; it is well worthy of the time and labor of the investigator necessary to determine its general application because of its relation to prescription work. Not only copper, but other metals as well may be found to have been taken up by fluid extracts and tinctures, and a revolution in the character of the materials employed in utensils used for manufacture may be found necessary. It is to be hoped that this question will receive the attention it deserves from the great body of pharmacists to whom it comes closely home.

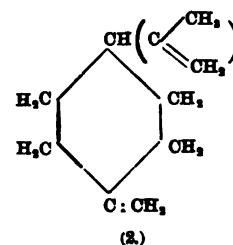
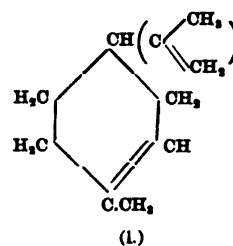
Salvation Through Education.

Dr. Wm. C. Alpers has been telling the American Pharmaceutical Association pretty much the same thing as Mr. Cartelge told audiences at Bloomsbury Square time after time during his 14 years' presidency. Dr. Alpers said that the salvation of pharmacy as a profession rested on the principles that high school education should be requisite for entrance to the colleges and college graduation requisite for licensing; no other method but higher education could free pharmacists from the drawbacks under which they now suffer.

One could understand and sympathize with this ideal if it were cherished along with the determination to make the best of the present conditions, to let no opportunity for immediate improvement slip. But, unfortunately, many who talk much of higher education look upon this as a panacea for future generations, and a vision which should be sufficient to comfort the man who has now to suffer through causes which those who point to this distant prospect might do something to remove.—*British and Colonial Druggist*."

A New Terpene Theory.

A pretty theory, dealing with the terpenes and their alcohols and ketones, is the subject of a paper by Semmler in the current issue of the *Berichte* (xxiii, 1455), and is summarized as follows in the *London Chemist and Druggist*: "He proposes to differentiate these bodies into two classes, and distinguish them as 'pseudo' and 'ortho.' The origin of this suggested differentiation appears to be the fact that no bodies of this nature have been prepared which can be definitely shown to contain a double linkage in the six-carbon ring as well as a methylene group attached to the ring. The application of the theory to limonene suffices to illustrate the author's suggestion. In the subjoined formulæ No. 1 is that proposed for limonene by Tiemann and Semmler, and is now termed ortho-limonene. Formula No. 2 represents limonene with the double linking in the side chain, and is termed pseudo-limonene:



"If pseudo-limonene be treated with hydrochloric acid it would be expected to yield the same dihydrochloride as ortho-limonene. The usually accepted identity of dipentene with limonene (as the inactive variety) is necessarily dubious on account of the fact that dipentene has markedly different properties, the boiling points and sp. grs. of the bodies being dissimilar. The chief reason for assuming the structural identity of the limonene with dipentene is the fact that mixtures of the two limonenes in equal quantity yield identical crystalline compounds with those of dipentene. Semmler suggests that the so-called dipentene is largely composed of pseudo-limonene, which from its structural formula can be seen to be optically inactive, and it would naturally yield saturated derivatives identical with those afforded by ortho-limonene. Similar suggestions as to pinene and other bodies are made. We may point out that it is in the tetra-derivatives that this identity would naturally appear, but, as a matter of fact, the tetra-bromides of the two limonenes melt at 104 degrees C., while dipentene tetra-bromide melts at 124 degrees C. Nevertheless, the theory is one which deserves careful consideration, especially as it throws light on the peculiar existence of two dextro-limonene nitroso-chlorides and two similar laevo-limonene derivatives."

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Pharmaceutical Progress.

*New Remedies—Improved Processes—Modern Inventions—
Wrinkles in Dispensing—Tests and Reactions.*

Huminal is a remedy for gout and rheumatism prepared in Germany from the material of the mud baths.

Guaiacuinol is the name given by Castel to the dibromguaiacolate of quinine. It occurs in fine clinorhombic crystals, yellow in color, difficultly soluble in water.

Antineon is a recent addition to the almost endless list of gonorrhoeal remedies. It is prepared in Stuttgart and is said to consist of a mixture of the alcoholic extracts of sarsaparilla, portulacca and veronica.

Hypnotics Antagonistic to Cocaine.—Glofredi points out that chloral hydrate, paraldehyde, urethane and other hypnotics counteract the physiological action of cocaine, although the latter has no reciprocal action on hypnotics.—Chem. Zeit. Report., 24, 93.

Ferratogen, or Ferric Neuclein, is prepared by a Basle chemist by cultivating yeast on a medium impregnated with iron. The iron nuclein thus formed is isolated, diluted with gastric juice and washed with water acidulated with hydrochloric acid until the iron-reaction disappears. The compound is yellowish gray in appearance and insoluble in water. It passes practically unchanged through the stomach and is gradually absorbed by the intestines. It is highly recommended by Dr. Cloetta in the treatment of chlorosis. The preparation contains 1 per cent. of metallic iron.

Fortoine.—Cotoine, the alkaloid produced from coto bark, was at one time much praised as a specific for diarrhoea. The substance has fallen into disuse, however, of late years, owing largely to its intensely disagreeable taste. Recently a compound of cotoine and formaldehyde has been placed upon the market under the name of "Fortoine," as a specific in diarrhoea of all kinds. Chemically fortaine is methylene-dicotoine. It occurs in the form of tasteless yellow crystals or powder, with an odor slightly resembling that of cinnamon. It melts at 211 degrees to 213 degrees C.; is easily soluble in chloroform, acetone, glacial acetic acid, and alkalies. It is sparingly soluble in alcohol, ether and benzol, and is insoluble in water. It is recommended in doses of 3½ grains three times a day. The compound possesses strong antiseptic qualities, and it is stated that cases of septic tonsillitis and other local septic diseases, such as blennorrhoea, etc., have been cured by painting the affected part with a fortaine emulsion containing ½ gramme in 5 Cc. of alcohol and 45 Cc. of water. The compound is quite expensive, since the bark itself, from which the fortaine is derived, is high in price. It is made by Zimmer & Co., of Frankfurt.

Volumetric Determination of Borates.—Jules Wolff (Comptes rendus, 130, 1128) employs a solution of ferric salicylate in sodium salicylate as an indicator for the titration of boric acid

and its salts by acidimetry. Thus, in the case of borax, the solution is treated with a known volume of standard acid, in excess, the salicylate indicator added, and the amount of free acid titrated until the violet tint is replaced by a clear madder red color. The end reaction is very sharp. The difference between the amount of acid used and that found gives the equivalent of the sodium in the salt. If needed, the amount of boric acid may then be titrated direct in the same experiment by the addition of glycerin, using phenolphthalein as an indicator. In the presence of ammonium salts, excess of soda is first added, the ammonia driven off by boiling, then excess of acid is run in. The indicator is prepared thus: From 5 to 6 Gm. of sodium salicylate are dissolved in 25 Cc. of water, then solution of ferric chloride is added drop by drop, until a slight permanent turbidity results. The solution is filtered and divided into two parts; to one-half sufficient dilute soda solution is added to give a deep orange tint, the other is sensitized with acid to the point of developing a red tint, the two portions are mixed, and 10 Gm. of sodium salicylate dissolved in the mixture.—Pharm. Jour.

Butea Kino is described at some length by David Hooper, F.C.S., in the "Pharmaceutical Journal" (June 23, 1900, p. 664). The gum is derived from the Dhak, Palás or Bastard Teak Tree, which is very common in Central and Northern India. The botanical name of the tree is *Butea frondosa*. A red juice issues from wounds and natural fissures in the bark during the hot season and hardens into a ruby-colored brittle gum. The astringent exudation is not only obtained from *B. frondosa*, but also from *B. minor*, *B. superba*, and *B. paniflora*. The gum is sold in most of the Indian bazars under the names of Kamarkas, Dhak-ka-goud, and Kuenika-goud. Seven samples from different sources gave the following results:

	Water.	Tannin.	Non-tanning, soluble.	Insoluble.	Ash.
1. Garhwal, N. W. P.	10.15	15.45	3.55	42.95	35.70
2. Saharanpur, N. W. P.	14.85	23.10	10.90	46.10	5.55
3. Lucknow, N.W.P.	12.60	30.05	10.80	33.55	10.40
4. Ganjam, Madras.	14.05	35.30	8.50	33.40	5.75
5. Bengal.	11.80	37.70	9.80	19.50	31.30
6. Rajputana.	13.40	34.70	10.70	28.95	12.25
7. Panjab.	13.30	34.30	7.65	9.90	6.95

The author concludes that it would be inadvisable to recognize butea kino because of the fact that in its crude state it is very impure, and it would be a difficult matter to purify it for medicinal purposes. Moreover butea kino, as a rule, is very inferior in its solubility and its apparently rapid alteration from the soluble to the insoluble condition would render it objectionable for preparing tinctures.

Gathered Formulas.

(Continued from page 401.)

AMANDINE.

I.
Powdered acacia.....10
Clarified honey.....10
Neutral soft soap.....15
Mix intimately by trituration and add to the mixture the following emulsion:

Almond oil.....150
Yolk of egg.....1
Emulsion of almond.....25
Oil of myrbane.....10

II.

Oil of almond.....386
Simple syrup.....12
Neutral soft soap.....3
Oil of bitter almond.....3
Oil of bergamot.....3
Oil of clove.....2

COSMETIC WATERS.

I.

Oil of orris.....1
Oil of orange flowers.....1
Oil of lavender.....5
Oil of bergamot.....10
Vanillin.....0.5
Diluted alcohol.....890
Alcohol.....890

II.

Rose water.....250
Corrosive sublimate.....0.80
White of egg.....1
Alcohol, sufficient to dissolve the mercury.....1
Camphor.....4
Zinc sulphate.....4
Lead acetate.....4

III.

Zinc chloride.....0.2
Eau de cologne.....25
Distilled water.....100

IV.

Borax.....20
Oleo saccharate of cumarin.....1
Solve in
Rose water.....940
Glycerin.....50
Tincture of ambergris.....drops 2
Oil of rose.....drops 5
Oil of neroli.....drops 1
Solution of carmine, N. F.....q. s.

V.

Tincture of benzoin.....1
Alcohol.....5
Bitter almond water.....30
Mix with
Rose water.....600
Lead acetate.....10

VI.

Potassium carbonate.....10
Distilled water.....20
Dissolve and mix with
Rose water.....60
Gum myrrh.....20
Acid carbolie.....2

VII.

Sweet almonds.....50
Bitter almonds.....25

SOLUTION OF ACID PHOSPHATE.

Potassium phosphate.....grs. x
Magnesium phosphate.....grs. xx
Sodium phosphate.....grs. x
Calcium phosphate.....grs. xxx
Ortho-phosphoric acid.....3i
Water, to make.....O i

WILD CHERRY PHOSPHATE.

Syrup strawberry (juice).....5 vi
Syrup lemon.....3 i
Fresh infusion wild cherry.....3 i
Acid tartaric.....3 liiss

Dissolve the acid in the infusion and add with the lemon syrup to the syrup of strawberry. Serve without foam in thin mineral glass.

EGG PHOSPHATE.

Orange syrup.....3 i
Pineapple syrup.....3 i
One egg.
Acid phosphates.....6 dashes
Lemon juice.....6 dashes

Shake, strain and add soda water, using a fine stream freely. Sprinkle mace on top.

(To be continued.)

BOTANICAL NOMENCLATURE.

By WALTER BRYAN, A.M., M.D.

Brooklyn, N. Y.

IN presenting this paper I feel a deep sense of the importance to all of the subject of botany. Plants furnish us directly or indirectly with food; they purify the air we breathe; the forests and vegetation of this State and country evaporate water from their leaves, which, later, falls again as rain and thus supplies our streams and irrigates our land. Those places where nature's balance has been destroyed, and the land denuded of forests by commercial greed, realize by bitter experience the value of plants in this respect. With parts of plants we build our houses and furniture, provide ourselves with clothing, and we utilize them in a hundred other ways.

To the pharmacist they afford a large proportion of the health restoring remedies which he dispenses, and in view of their general usefulness the understanding of plant life and plant forms is a vital subject to thinking men.

The Preference for Long Words.

The phenomena of plant life and the varied shapes and modifications of leaf and flower, to be clearly understood must be clearly described. As the professional botanist, however, becomes more learned, he seems to develop a preference for long, technical words derived from the dead languages and not infrequently applied in a somewhat capricious manner.

A Plea for Simplicity.

That the characteristics of plant life and plant forms are not described in clear and simple words can readily be ascertained by reading a page from almost any standard work on botany, and the object of this paper is to advocate the discarding of ancient systems of botanical description which involve the use of long foreign polysyllables, and the adoption of simpler descriptive words. When we consider that the druggist particularly must study the details of plant form and learn and apply botanical descriptive words the simplifying of botanical wording becomes a matter of peculiar interest to the profession. The amount of energy used at present in memorizing long and difficult words might well be directed to the absorbing of facts instead.

The Object of Words.

Words, I take it, have one primary object—that is, to express ideas; and to do so clearly, accurately and concisely. The proper method of employing technical words then, would seem to be to select those which are best adapted by their derivation and so pronounced as to clearly and accurately express the desired idea.

If words can be pronounced so as to cause their cadence to fall melodiously upon the ear, a distinct artistic gain is secured, but euphony cannot be allowed to interfere with clearness or sound with meaning. No gain of word-melody can compensate for a loss of clearness in the expression of ideas. I go even further and take the ground that words

must convey ideas, and when they generally fail to do so they are without value and should be discarded.

Every man who has studied the sciences admits the necessity to each of a set of technical words. All sciences possess them and by their coherence and accuracy they usually are a source of strength to mind and memory.

The Use of Foreign Words.

If certain technical ideas cannot be defined by a single English word or short phrase, they may be expressed in terms derived from foreign sources, which are incorporated into English under the customary rules; if derived from a foreign language such as Latin or Greek, each word root should be used with a close reference to its meaning in its mother tongue and should not be allowed to deviate too far from such basic meaning. The greater the number, however, of foreign derived technical words, the greater will be the difficulty of committing them to memory and of practically applying them; and any gain of accuracy secured by their use may be more than counterbalanced, when their number becomes excessive, by loss of simplicity of description and a consequent failure to convey any idea whatever.

The Division of Botanical Words.

For the purposes of this paper I will divide botanical words into two kinds:

WORDS OF IDENTIFICATION AND WORDS OF DESCRIPTION.

By words of identification I mean those which, by common consent and precedent, scientifically and legally identify a plant, genus, species, variety, etc., and since it is desirable that they remain, as far as possible, unchanged; words of identification like "*Quercus alba*" are taken directly from an unchanging language, the Latin.

Words of description, however, must keep up with the times and be suited to the people. They should not consist in too great a degree of unfamiliar word roots, they must be concise and clear, easily grasped and readily remembered. Nowadays we have but little time to study phrases or complicated polysyllables for their own sake; though we are willing to employ that sort of thing when a simple English word won't do; sooner or later, however, as the records of science grow in bulk, we will have to discard all those unwieldy foreign technical terms which have English equivalents.

Defects of the Present System.

The present system of botanical description involves the use of an enormous mass of these technical words derived from Latin and Greek, some pronounced so curiously that one would suppose it was intended by their inventors to conceal instead of to convey ideas; two-thirds of these could be dropped bodily from our botanies and plain English could be used in place of them.

The principal defects of the present system are as follows: N.L., 1. That the number of foreign compound botanical words is excessively large. They equal in number the vocabulary which the average man uses to express his ideas on all other subjects combined. N. L., 2. Many of them are derived from the original word roots in a fanciful and capricious or misleading manner.

Some Examples.

An example of this is the word "*Chlorophyll*," which is taken from the two Greek roots "*Chloro*"—(green) and "*Phyll*" (leaf); one would suppose that this word meant a green leaf, but it really signifies the green coloring matter of the leaf; and the English word "*leaf-green*" would convey the idea better.

An average classical scholar reading the word "*Alpestrine*" would suppose that a reference to plants growing on the Alps was intended; but the word really means growing on mountains below the Alps. The word "*sub-alpine*" might be less euphonious but would certainly convey a clearer idea. N.L., 3. Some word-roots are used in two or more widely different meanings.

The word "*corm*" is derived from a Greek word-root meaning "the trunk of a tree, a log," and is used to define an underground stem somewhat like a bulb with side buds; the corm does not resemble a tree trunk or a log unless it be in the very remote sense of being a stem; a sense shared by numbers of other stem-forms; but in the word "*Cormophyte*" (*cormo*: trunk; *phyte*: plant) the word *corm* is used in its basic meaning. N.L., 4. Many words are pronounced without any attempt to emphasize the component word roots. The word "*perigynous*" (*peri*: around; *gynous*: the pistil) is pronounced *perigynous*, thus emphasizing the syllable *ig*, instead of *peri* and *gynous*. In this connection it may not be out of place to cite the precedent that in the Germanic languages the tendency is to emphasize the compound words so as to indicate their derivation. N.L., 5. Many of the words at present employed in plant description do not exist in classical literature, and consequently even the Greek scholar finds such words just as puzzling as the student without classical training.

The Resulting Obscurity.

As a result of these conditions the facts of plant life are hidden by these unfamiliar and complicated words and the important relations of botany to man's welfare and the character of food plants and the forms and modifications of medicinal plants are dug out from text books and dispensaries only with the most laborious mental effort.

The public regards botany as a pretty study of the wild flowers, rather dry, because of the very big words employed to describe very small details. I am certain that if plain English were used in place of these big words, the science which lies at the basis of agriculture, the cross breeding of food plants, the preservation of the forests, the cultivation of the edible mushroom, the destruction of the molds, brands and other fungi which attack our food plants, the utilization of germs to produce commercial articles, such as butter, cheese, vinegar, wine, etc., would occupy a higher place in the public mind.

Difficulties Attending the Study of the Cryptograms.

When we attempt to study the lower sub-kingdom of plants—the so-called "*Cryptograms*"—we meet in the mass of unfamiliar foreign words an effectual bar to progress.

For example, the word "*archegonium*" comes from two Greek words meaning "*first*" and "*gland*." The word signi-

¹ Read by title at the annual meeting of the New York State Pharmaceutical Association.

fies the bag or vessel containing the germ cells of the plant and might therefore be called the germ-gland, or germ-case, a term which conveys a meaning to every one.

Words that Could be Discarded.

Many words like "Phanerogam" arose at a time when botanists had not yet discovered the true state of affairs which they attempted to define; the word seed bearing would be a closer definition since the bearing of seeds is the distinctive character of that sub-kingdom.

I have appended to this paper a list of words (taken from the Glossary in "Gray's Manual of Botany," revised edition) including, for the sake of brevity, only those beginning with "A."

Out of fifty technical words of foreign origin and unfamiliar to the average man fully thirty-five could be discarded, some by using the English translation, as in "Acaulescent: stemless," others by making up compound words as in "Acrogenous: Apex-growing," some by employing widely known prefixes such as "sub," etc.

I do not maintain that all technical words of foreign origin can be discarded; but I do believe that the number could be very materially reduced.

(From "Gray's Manual of the Botany of the Northern U. S.")

Technical Words.	Proposed Substitutes.
Acaulescent	Stemless.
Acerb	Bitter-sour.
Achlamydeous	Cloakless.
Acicular	Needle-shaped.
Acrogenous	Apex-growing.
Aculeate	Prickly.
Acuminate	Tapering.
Aestivation	Bud-arrangement.
Adnate	Borne-to.
Alate	Winged.
Alliaceous	Garlicky.
Alveolate	Honey-combed.
Ament	Catkin.
Amplexicaul	Stem-clasping.
Androgynous	Stamen-pistillate.
Annular	Ring-like.
Antheridium	Sperm-gland.
Antheriferous	Anther-bearing.
Anthesis	Blooming (in the sense of a noun).
Apetalous	Non-petaled.
Apiculate	Sharp-tipped.
Arachnoid	Cob-webby.
Archegonium	Germ-gland.
Arcuate	Bowed.
Articulate	Jointed.
Assurgent	Ascending.
Attenuate	Narrowly-tapering; thinned.
Auricle	Ear.
Auriculate	Eared.
Axill	Angle.
Axille	Axial.
Axillary	Angle (example, Axillary bud: Angle-bud).

Sicco.—This is the name given to dry hæmatogen by Schneider (Pharm. Zeit., 45, 87). It forms red brown tasteless and odorless crystals, which keep well without any addition of glycerin, alcohol, or other preservative. It is free from all blood impurities, dissolving completely in cold water, and coagulating on heating. Gastric juice digests 99 per cent. of the preparation. It contains, in 100 parts, albumin, 89.52; organic iron, 0.332; mineral salts, 2.6; fat, 0.11; the remainder being water. For the extemporaneous preparation of hæmatogen by means of this body, the following process is recommended: Hæmatogen sicc., 80, is dissolved in distilled water, 400; to this is added a solution of caustic soda, 2, in water, 278, and then simple syrup, 120, alcohol (90 per cent.), 120, and aromatic mixture, 5.5. Allow to stand for three days, then filter.—Pharm. Jour.

A PLEA FOR A BETTER SYSTEM OF APPRENTICESHIP.¹

BY LEO ELIEL,
South Bend, Ind.

QUITE recently one of the drug journals published a series of letters on the question of "College Graduation as a Prerequisite to Board Examinations," and, as might well be expected, no two exactly agreed. Nor do I consider it of any vital importance if they did, so long as our schools of pharmacy do not require a standard for matriculation at least equal to high school education.

And can we blame them for accepting students lacking in this essential educational requirement, so long as we are furnishing the material?

We are to-day molding and preparing the material from which, in due process of time, the pharmacists who are to take up our burdens and duties will come. And upon them will devolve the duty of advancing and elevating the profession to that high plane we are striving for.

If we are to succeed in that elevation, we must change the methods now in vogue. What are we doing to-day? We need a boy to run errands, etc., and of course cannot pay very much for such services; we accept a likely boy, possibly fourteen or fifteen years of age; in a little while he is at the cigar or soda counter. He is quite handy and ambitious, for in a few months he knows about proprietary articles, learns about the sundries, and in the course of a few years aspires to work at the prescription desk. Then he prepares himself for the board examination by cramming in some school of pharmacy, manages to pass, and also passes a board examination. In a majority of these cases the certificate of graduation and board examination were the height of his ambition. He has got through, why should he waste any more of his time on study? And how long will it be before what little real knowledge he has absorbed will have evaporated? Can we expect or hope for any professional advancement from this class? If we wish to do our full duty to the public and to those who are to take our place, if we desire to do our share for future advancement and elevation of pharmacy, we must change our methods. Up to 1862 or 1863 there were few schools of pharmacy west of Philadelphia. It was the custom in many of the stores in the larger cities and towns to accept apprentices for a stated term—generally two years—the instruction given being considered as ample compensation for services rendered. The apprentice was taught to keep the shop neat and tidy, how to wait on customers, during the proper seasons was taken into the fields and forests, taught how and when to gather the various vegetable drugs indigenous to that section, their identification, etc. That was the way he got his botany. He was taught how to dry and otherwise care for the drugs he gathered, and he developed his muscles by grinding and powdering these and other drug substances. He had to study, and was expected to stand quiz examinations at regular intervals. He got his first lessons in chemistry by learning how to clean the various utensils, and as he

progressed, was allowed to assist in the preparation of the various chemical, pharmaceutical and other preparations in common use at that time. These operations were conducted under the supervision of the master or his assistant and were accompanied by explanations giving chemical reactions, etc. Thus he was taught all of the things that it was necessary for him to know.

Of course, the first condition of apprenticeship was a good school education and rarely any one under sixteen years of age. This system worked satisfactorily and furnished competent drug clerks and druggists. I would urge the adoption of some such system again, wherever practicable, accepting only such persons as have the proper educational and other requirements, and who will agree that after having served a stated period of apprenticeship they will enter some school of pharmacy and take its full course.

This would necessarily bar out some worthy young men and might seem a hardship, but better a few should suffer than to continue on present lines. This step, if adopted, in connection with the higher educational requirements of our colleges and universities, would in a great measure remove all obstacles to the attainment of that higher plane of pharmacy we are striving for, and would also relieve us from that worst of evils, invoking the aid of legislation to protect us from our own thoughtless acts.

HOFFMANN'S ANODYNE.

By GEO. W. BOYD,
Washington, D. C.

COMPOUND spirit of ether as a therapeutic agent is not superior to spirit of ether and is generally obnoxious to the patient, while spirit of ether is agreeable.

There is constant contention as to which should be dispensed to the laity for Hoffmann's anodyne. When compound spirit of ether is dispensed to the laity for Hoffmann's anodyne it is invariably returned as not the right medicine. The confusion is probably due to the fact that spirit of ether is commonly called by the French "Liquor anodyne d'Hoffmann," and by the German "Hoffmann's tropfen," while compound spirit of ether is called Hoffmann's anodyne by the English and United States authorities. This similarity of names for different preparations constantly leads to confusion and dissatisfaction.

The Pharmacopœial test—viz.: Forty drops will render a pint of water milky—is defective, as adulteration with some of the fixed oils will give the same results.

Edes in his "Therapeutics and Materia Medica," says: "Unfortunately this rather expensive ingredient (etheral oil) is often reduced much below the Pharmacopœial proportions or an inferior product substituted for it."

Wm. Schleich, in his work on materia medica, therapeutics, etc., states that castor oil is occasionally added to produce the milky appearance required in the Pharmacopœial test.

Charles Caspari, Jr. ("Caspari's

¹ Read before the Indiana Pharmaceutical Association.

¹ Read at the Richmond meeting of the American Pharmaceutical Association.

Pharmacy"), writes that "commercial Hoffmann's anodyne varies greatly in composition; it is probably never identical with the official spirit; in fact, manufacturers do not claim this to be the case, hence the necessity for discrimination between the two preparations when physicians prescribe compound spirit of ether."

In his "Practical Therapeutics," H. A. Hare says: "The writer has experimentally studied very thoroughly the action of the last named ingredient (etheral oil) and finds:

"First.—That the belief in heavy oil of wine being the quieting agent in Hoffmann's anodyne is fallacious.

"Second.—The calmative effects of this mixture depend largely upon the ether, rather than the oil.

"Third.—It would seem probable that in Hoffmann's anodyne we possess an agent in which there are linked together three drugs of undoubted power, each of which successfully substitutes the other, stimulating the system in the order here named—viz.: Ether, alcohol and heavy oil of wine."

During the last year the Health Department of Washington undertook to prosecute a number of druggists (under the pure food and drug law) for selling spirit of ether for Hoffmann's anodyne, claiming substitution, but failing to establish the name Hoffmann's anodyne as an official name they failed to convict. Such experiences are very humiliating to pharmacists in general and also produce an unfavorable impression on the public.

A lecturer on materia medica and therapeutics in one of our medical colleges annually instructs his class that they need not expect to get what they write for, when prescribing compound spirit of ether.

In the brief search I have made for these few points of objection I have observed that where authors make comment on the medical properties of spirit of ether and compound spirit of ether, their uses are identical, but in most instances they lay stress on the fact of frequent adulteration of the compound spirit, and this has a tendency to taint the mind of physicians toward the dispenser.

This preparation tends to lower the standard of pharmacy and affords a ready means of attack for the pharmaceutical critic.

Therefore, compound spirit of ether and etheral oil should be withdrawn from the U. S. Pharmacopoeia, and a most common source of suspicion against the pharmacist removed.

The Ergotins of Commerce.

The various commercial brands of ergotin are thus described in Merck's "Jahresbericht" for 1899:

Ergotinum Bonjean.—This is an aqueous, reddish brown extract purified by the addition of alcohol. One part corresponds to 5 to 6 parts of ergot. This dose is 10 to 30 centigrammes in pills or hypodermically.

Ergotinum Bonjean Depuratum pro Injectione.—This is a further purified preparation of the former; 1.5 part corresponds to 1 part of ergotin Bonjean. Dose, 50 to 60 centigrammes subcutaneously for uterine or internal hemorrhage.

Ergotinum Bonjean Siccum cum Dextrino is ergotin Bonjean mixed with an

equal weight of dextrin. It is a brown powder and used similarly to ergotin Bonjean, but in twice the dose.

Ergotin Bonjean Siccum cum Saccharo Lactis contains equal parts ergotin Bonjean and milk sugar. It is a brown hygroscopic powder soluble in water. Use and dose same as above.

Ergotinum Bombelon Fluidum (Cornutinae ergotas).—This is a dark brown fluid which is employed subcutaneously or internally in labor. The dose for internal use is 2 gm., to be repeated in ten minutes. For subcutaneous injection, 0.2 to 0.5 Cc. of the preparation is aspirated into a 1 Cc. syringe, which is then filled with water, shaken up and the freshly prepared mixture injected.

Ergotinum Bombelon Spissum.—This is a solid extract for internal use exclusively, in the form of pills. Ergotin solutions in distilled water soon develop fungoid growths, so that they should either be freshly prepared or have alcohol added. A solution which keeps very well is obtained as follows: Ergotin Bombelon spiss., 10; Aq. Laurocerasi, 7.5; Alcohol (90 per cent.), 2.5. Four to 15 drops for a dose, according to requirements.

Ergotinum Denzel (Fluidum).—A purified extract of ergot, which has the same dosage as that of the German Pharmacopoeia. The following formulæ are recommended for its administration:

(a) Internal. Ergotin Denzel, 2; Cinnamon water, 180. Two or three table-spoonfuls to be taken daily.

(b) Subcutaneous. Ergotin Denzel, 2.5; Borax, 0.25; Distilled water, 7.25; 0.5 to 1 Cc. to be injected.

Ergotinum Kohlmann Fluidum.—This is a dark brown fluid miscible with water. Sixteen drops (1 gm.) of this preparation corresponds to 1 gm. ergot; the effect is the same as that of fresh ergot. Single dose for uterine atony, 4 to 5 gm. For hemorrhage the same dose is given in portions in twenty-four hours. For inducing labor, at first 8 to 12 drops hourly may be given, the dose increased gradually, as required, to 20 or 30 drops.

Ergotinum Purum Dialysatum Spissum Wernich is a dialysed aqueous extract of ergot which has previously been treated with alcohol and ether, and is, therefore, especially suitable for subcutaneous injection. This preparation is very rich in salts and is given in relatively large doses (2 gm. and over).

Ergotinum Purum Dialysatum Liquidum Wernich.—About 2 parts of this preparation corresponds to 1 part of the last mentioned; the dose is proportional.

Ergotinum Purum Dialysatum Wernich Siccum.—The active constituents of 1 gm. of ergotin Wernich spissum are contained in 0.7 part of this preparation, so that the dose is 1.4 gm.

Ergotinum Purum Siccum Wiggers is a dried alcoholic extract of ergot, partly deprived of oil, which, according to Koebert, consists chiefly of sphacellinic acid. It forms a brownish red powder which dissolves in warm alcohol; the solution may be diluted with water without precipitation. Dose, from 2 to 5 up to 10 centigrammes for each injection. Maximum dose in twenty-four hours, 50 centigrammes.

Ergotinum Yvon.—A dark brown fluid extract which contains cherry laurel water, prepared by extracting fat-free ergot with solution of tartaric acid; 1 Cc. of ergotin Yvon contains the equivalent of 1 gm. of ergot. Dose for internal use, 10 to 20 drops, subcutaneously

1 Cc. each day, the injection to be repeated every second or third day.

The Constitution of Pilocarpine.

By H. A. D. JOWETT, D.Sc.,

Wellcome Research Laboratory.

In a recent paper the author gave an account of some preliminary experiments on isopilocarpine, and reserved the question of the constitution of the alkaloid for a future paper. Owing to the publication of a paper on pilocarpine by Pinier and Kohlhammer (Ber., 1900, 33, 1424), the author has deemed it advisable to give a brief account of the results he has thus far obtained.

It was shown that ammonia, methylamine, and an acid, probably isobutyric, were formed in this reaction. It is now proved that isobutyric acid is formed, in addition to other acids which are produced in too small a quantity to be identified.

A preliminary experiment had shown that the bases formed in this reaction were ammonia and either 2 or 3 methylpyridine. Further investigation has shown that in addition, methylamine is formed, and that only a very small quantity of 3-methylpyridine is produced. As the formation of traces of a pyridine base, by distillation with soda lime, does not throw very much light on the constitution of the alkaloid, this reaction has not been further investigated.

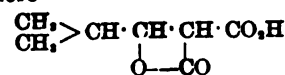
The oils previously mentioned have now been examined, and it has been proved that the products of oxidation, besides ammonia and methylamine, are acetic acid and a lactic acid of the formula $C_3H_5O_2$. The quantity of permanganate required for the oxidation is about 6 molecular proportions, and the reaction may be expressed by the following equation: $C_{12}H_{19}O_2N_3 + 7O + H_2O = NH_3 + NH_4CH_3 + C_2H_5O_2 + 3CO_2$.

The new acid was obtained as the ethyl ester, and the yield was 70 per cent. of the theoretical. The acid is a very slightly colored, yellow oil, with a peculiar smell, and boils at 210-220 degrees at 10 mm. pressure. By titration, it was shown to be a lactic acid.

The ethyl ester, $C_5H_9O_2$, boils at 299 degrees at atmospheric pressure, is optically active $[\alpha]_D^{15} = +30.76$ degrees, and has a specific gravity 1.1053 ($15^\circ/15^\circ$).

The ethyl ester reacted with phosphorus pentabromide, yielding the bromethyl ester, which was isolated as an oil boiling at 165-170 degrees (20 mm.). This was treated with diethylaniline, and the unsaturated ethyl ester, boiling at 155 degrees (10 mm.), hydrolyzed, and an acid obtained which boiled at 180-200 degrees (10 mm.), and answered Baeyer's test for an unsaturated acid. It was now oxidized, first with cold permanganate, and then with chromic acid, and in this way isobutyric acid was obtained, which was proved by analysis of the crystalline silver salt.

The probable formula for the acid is therefore

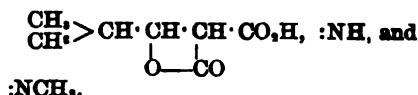


When isopilocarpine methiodide is heated with potash solution in a sealed tube, the base formed is methylamine, thus proving that the nitrogen atom to which pilocarpine owes its basic char-

acter is the one eliminated in various reactions as ammonia. By treatment with silver hydroxide and subsequent heating a new base is formed—methyl-isopilocarpine—which is insoluble in chloroform and forms a crystalline platinichloride, m. p. 218 degrees, and a crystalline picrate, m. p. 136 degrees. This base reacts with methyl iodide to form a methiodide, from which, however, by treatment with silver hydroxide the original base—methyl isopilocarpine—is obtained. It was not found possible to introduce more than one methyl group. Methyl isopilocarpine methiodide, on heating with potash solution in a sealed tube, yields only one base—methylamine. These experiments prove the existence of the group :NH in isopilocarpine, and, since the other nitrogen atom always yields methylamine, it must be supposed to occur as the group :NCH₃. Herzog and Meyer have stated that one methyl group is attached to a nitrogen atom, and Chastalug was unable to prepare dialkyl derivatives.

Without proposing any formula for isopilocarpine, it may be desirable to state the facts which any formula for the base must explain:

1. The optical behavior of pilocarpine and isopilocarpine and the remarkable stability of the latter base toward heat, alkalis and various chemical reagents.
2. The non-basic character of the group :NCH₃.
3. The existence of the groups.



RETAIL ADVERTISING.

BY CHARLES C. DEAN.

Our president has done me the honor to invite me to read a paper on "Practical Points on Advertising," and I shall be pleased if I can give any one a helpful suggestion. My 12 years' experience in the drug store has been in a city of 5,000 and it is to my advertising experience and general principle of advertising that I beg to call your attention.

By advertising I mean every influence, effort or method employed to call people's attention to the merchandise you have to sell. The means and effects of advertising must vary in different localities and at different times. It is this factor of variability that is often ignored and to which many a failure can be attributed. Nothing can live or at best thrive unless it adapts itself to its environment. If we should conduct a drug store in the United States like they do in some foreign countries we would fail. If a man should do business in the city like he would in a village he would surely fail. Be receptive to suggestions, but adopt no man's business policy, suggestions, schemes, sure things, etc., until you have thoroughly assimilated them and can adapt them to your business with profit.

The most successful advertising is that which sells the most goods at a good profit. I have never been in favor of spending money in advertising

and labor in selling goods at cost. Such methods are not only ethically wrong but vicious. Cutting prices is war in business. It usually results in permanent cut prices, inferior goods and still worse substitution, loss of public confidence and the degradation of the dealer. The method of making a special sale on good goods to get people into your store and then depend upon selling them something else on which to make your profits is wrong. When you make a special sale of an article that is worth 25 cents for 13 cents you not only supply the demand at cost and lose the profit you should have, but you show the customers your per cent. profit and subsequent purchases will be more or less reluctant. Cutting prices is often done to get new people into your store. Don't pay a man 10 cents to come to your store to-day, he will expect it to-morrow. Don't buy your business. If you can't get a man into your store only on bargain day you don't want him.

Against Cut Prices.

I admit we all want and need new customers, but don't resort to cut prices to get them. I am a great believer in trying to please and hold what trade I do have. It is an easy thing to lose a customer. You can do it by misrepresenting goods, by short weight, inattention, by refusing to adjust grievances and in many other ways. A well pleased customer is the best advertisement you can have. Don't you know they tell their friends and relatives their confidence in you, your merchandise and prices and will take pride in bringing their friends to you? Let us note a few things that will help establish this confidence among your old customers and be the greatest inducement for new people to trade with you. First the proprietor. He should first of all attend to his own business, but this should not exclude an interest in public affairs. He should be interested in public improvements. He should assist at all times by a liberal donation to have attractions in his town, such as Decoration Day, Fourth of July, Labor Day, etc. Don't be known to be stingy or a kicker. Don't be an active politician. In the church don't try to do all the work yourself; let the brethren help. You can't manage a base ball club or race track without neglecting your business. Be sociable with your business neighbors. Occasionally drop in a few minutes and see them. There should be a more friendly feeling among all the business men and when combined effort is needed, it is easy to accomplish what is desired. Then this community of feeling among business men greatly neutralizes the antipathy the country people have for the town people.

The proprietor should be and be known to be industrious, studious and moral. He should be regular and punctual in his business hours and see that all connected with the store are the same. He should study the science of pharmacy, especially should he inform himself on the things the day's business has shown him to be ignorant of. He should be supplied with plenty of drug journals. This does not mean one or two. Every store should be supplied with a Pharmacopoeia and Dispensatories of the latest edition. With chemistries, a medical dictionary,

formularies, books on urinary analysis and some chemical apparatus. These are evidences to the physicians and public that you are a pharmacist. Remember ignorance is high priced and a poor advertisement. It is a good advertisement for the public to know that you and your help know your business. One should be informed on everything he sells.

Then the proprietor and clerks should be moral and have a reputation for being honest. Of course, a man would be permitted to draw two kinds of whisky out of the same barrel. Always treat traveling men with due respect. It is not a bore to have them call and see you; on the contrary, it is quite an accommodation to have them show you the latest things out and samples of the goods you wish to buy. Don't take unnecessary time with them nor be known to be "groutchey." It is a good thing to have the traveling men speak well of you. Then there are so many things about the store and the daily business that advertise you. The store must be kept clean. It must be opened and closed for business at the proper hours. The stock must be well arranged, orderly and always in place. Never be out of anything. It is embarrassing and a poor advertisement when you have a customer to halloo to some one else in the store if an article is out of stock. Do everything you can to facilitate the handling of your trade. To illustrate, have articles most commonly sold by weight, such as sulphur, coppers, alum, etc., nearest your weighing scales. Wrap up all the goods you sell and don't ask the customer if he wants it wrapped. He will tell you if he don't. Then do it neatly. Precision and accuracy in wrapping up packages mean the same thing in prescription work. Remember the public prefer to have their prescriptions compounded by the careful man. Always affix the name of the drug you sell on the package. If it is a patent medicine or sundry article put a label on it that says from Blank's drug store. Never sell a child a drug of any kind without carefully labeling it. It pays to treat children well. Their parents will appreciate it and the children will soon be your grown up customers. Always use the best grade of wrapping paper and twine. Then have some article that you wish to call the trade's attention to near the wrapping counter or cash drawer or both and if time and opportunity offer call the customer's attention to it. Some men can sell only what is called for, others can earn their salary by calling customers' attention to other merchandise and seasonable goods. I believe it pays to have a uniform price to all and then any one in the store can wait upon every customer. In fact I would not work in a store where any one could sell goods cheaper than I could, be he proprietor or clerk. Many a customer quits a store when he finds he has been paying more than his neighbor.

Always Meet the People.

Always meet people when they come into the store. Not with that sarsaparilla feeling, they may lose confidence in your remedies. Bid them the time of day pleasantly when they leave, ask them to call again. If they are to wait for purchases provide them with a

¹ Read before the Indiana Pharmaceutical Association.

seat and some sort of entertainment, such as a daily paper, magazine or something. Never keep a customer waiting longer than necessary. When a customer hands you a bottle in the morning and asks you to have it filled when he calls for it at noon, why have it filled, his name and price on the package. Don't forget or neglect it. These are small things, but they are some of the things that go to advertise you as having a store where there are gentlemanly clerks, efficient and prompt service. Always keep your shelf bottles well filled. Many of the public judge your stock by the amount your shelf bottles contain. When you dispense from a salt mouth bottle, always shake the contents of the bottle to the front when you replace it on the shelf. This gives uniformity and a fuller appearance.

Don't have a lot of old empty bottles around the store. Wash them up and use them, not for medicine, but have a special drawer for them and use them for oils, turpentine, benzine, etc. Never put anything into a bottle with the old label on. It looks bad and may cause you trouble. It did me once. I gave a man a quart of machine oil in a bottle that had oil of cade in it. The bottle was returned to be filled and charged, and it was filled with oil of cade. This error lost me a quart of oil of cade and almost a valuable customer. I utilize some of my old half pint, pint and quart bottles for putting up furniture varnish. I have a nice large label printed with directions on it and customers buy it ready bottled and labeled with more confidence than if sold in unlabeled bottles. This way varnish can be bought in larger containers, which means a saving, and bottled and labeled at leisure. This time of the year you can use some of these bottles for putting up kerosene emulsion. Have a label printed with directions for using on rose bushes, etc.

It is a good idea to have a special label printed to put on filled prescriptions with a wording similar to this: "This prescription was filled and checked by a registered pharmacist. The quality of the ingredients is guaranteed. Mr. Blank, Pharmacist."

It is a good idea to have a special envelope to put family recipes in when you return them. On this envelope may be two blank lines. On the first may be written the name of the cure and on the second the name of the owner. Then follow with something like this: "This was filled last at Blank's drug store and we should like to fill it again." Usually the customer keeps this heirloom recipe in the envelope, and when he wants it refilled your name suggests the place to get it filled.

Keep the Windows Clean.

Keep your window clean and well filled. Study the show window. Be original if you can in dressing it. Don't be afraid to spend time and money in window decoration. Always display seasonable goods. Advertise one idea at a time and change the display at least once a week. I find it profitable to correspond with progressive druggists and exchange ideas on window displays and other advertising. Always bear in mind that psychological law that first impressions are strongest and most lasting. The public can judge

you and your store from your window displays.

Until the City Council compelled me to remove it I used a blackboard in front of the store. This is a splendid thing. Like everything else, it must be a good one and well kept. The one I used was two boards 30 inches wide and five feet long, fastened at the top with strap hinges. This was slated with the best slating and renewed every two weeks. On this board appeared every morning by 7 o'clock the date, weather indications and a seasonable advertisement. It is a good ad, and I advise all to try it where they will allow you to have a board on the sidewalk. It takes a good deal of work and time to do it right, and do not attempt it unless you can do it right. If changed every day people will always read it.

Always speak well of your competitor and his goods if you say anything. Better be friendly. Be charitable to him to the extent that you let him have the advertising space on programmes, hotel registers, city directories and the advertisement on the elephant.

Seasonable Advertising.

Let me give you an example of a seasonable advertisement. Last winter two cases of diphtheria suddenly appeared in our city, and when the evening papers announced it the readers of the paper also saw in the local columns that they could buy asafetida bags at Deam's drug store. That our parents made us wear them, that they could do no harm and might ward off that deadly disease and that they cost only 5 cents. At noon I set a lady at work, and by 3 o'clock I had one window filled with them. This was dressed with bright red for bottom and back ground, because red is the danger signal, and then I put two red flags in front of the window. In the front part of the window I placed some small round sticks varying from one-half to six inches in length to represent microbes of different kinds. These were placed on pieces of white cardboard on which was printed their name and date of capture, something like this: "Caught by health officer skulking in one of our supposed to be clean alleys. It produces typhoid fever." The smallest I gave Dr. Hurty credit for just discovering. The bags were made from muslin and sewed on a piece of white tape about 16 inches long, in which I placed a little fragment of gum camphor and asafetida. The total cost was about 30 cents a dozen. The first evening I sold 54 and the next day about a hundred. This advertisement paid.

Then I am addicted to one mean advertisement—namely: When I open my mail I save my envelopes and when I go to the country I drop them along the road with some advertisement in them. I have seen people jump out of buggies, roll off of bicycles, etc., to pick them up. Can't say what kind of an impression it makes.

I have furnished bakeries and dairy men with bread and milk checks. I have furnished the paper caps for milk bottles on which I stamp my advertisement. I have a recipe for sugar curing meat which I give the farmers at the proper season of the year on which I advise them the success of the formula depends a great deal on the quality of the black pepper and salt-

petre used and that I had provided myself with the purest. This brings a good demand for black pepper and salt-petre. I have a chart or folder that tells when, how and what to use to spray fruit trees, rose bushes, etc., which I distribute in season. I find the farmers retain them and my trade on insecticides increases.

Newspapers the Medium.

I have put board signs in the country, painted signs on fences and buildings, but have abandoned this the last few years because it is too expensive for a druggist. I have the metallic signs, men and darkies, and I regard these poor and expensive. I have used a muslin sign 13 x 17 inches with best of results. They are cheap, can be tacked on trees, fences and buildings and they can be put up cheaply. Fortunately in my county I am the only one who uses cloth signs.

I have bought some from novelty advertising companies, but doubt if it pays. My experience has been confined to fans, knife sharpeners, formula hooks, horse blankets and paper napkins. The paper napkins did me the most good. The free distribution of these articles creates some talk and a great number of callers to your store for them, but we must not lose sight of the fact that we want them to call to buy something. I believe the public as a whole does not appreciate gifts. This, I think, is best exemplified in the distribution of calendars, which I consider the most extravagant form of advertising. Then there is the newspaper advertising; this is so thoroughly discussed in our drug journals that I will only briefly mention it. The most essential thing in newspaper advertising is change. Never have the same thing appear twice, be it in daily or weekly papers. Some can use locals to best advantage and others display. One year I used display advertisement with illustrated cuts. Then I used plain display and now I use locals only with an occasional display. For me, locals are the best for either daily or weekly.

Be persistent in your advertisements. In writing an advertisement write essentials. Select an article to advertise and tell all about it, its price and where it is for sale in as simple language as you can. Don't try to display your learning, wit or poetry. Be natural. Talk to the people through the newspaper like you would from behind the counter. Always be truthful. Don't deceive. A special edition of a daily newspaper is a good thing. It has always paid me. This is the way it is done: A dry goods, clothing, shoe-man and druggist get together and have a special edition of their daily paper run and exclude all advertisements except that of the four. Allot so many columns for advertisements and each pay in proportion to columns used. In our town we get 5,000 special papers for \$30 and this number will reach the head of every family in the county. You can get a list of names from the postmasters or from the assessor's sheets. Divide the papers among the four stores and you can address them as fast as they come from the press. To conform to postal regulations you are required to mark them sample copy. This way you reach every family in the county

and then your readers do not have your competitor's advertisements with whom to compare yours. Always take all the standard patent medicine advertisements you can get provided you do not have to overstock yourself on their remedies.

Nicotine may be detected by the use of formaldehyde (30 per cent. solution) and concentrated sulphuric acid. A rose-red colored solution is produced with 0.005 gramme of the alkaloid.—Pharm. Centralh., 1899, p. 703.

Sapolan is a combination of soap, lanolin and some naphtha product which has been highly recommended by Dr. Mracek (Klin.-Ther. Woch., 1900, p. 664) for the treatment of various skin diseases.

Ferruginous Eggs have been recommended by Robert and Aufsberg for use in the treatment of anæmia. The ferruginous eggs are obtained by feeding the fowls with food containing large portions of iron.

A New Alkaloid Diplotaxis Tenifolia.—Planchon has already called attention to the toxicity of diplotaxis erucoides. The family of plants is widely spread over Germany. It belongs to the natural order of cruciferae and resembles rape in its appearance. Its odor is intense and peculiar. Heyl has observed a case of acute poisoning in a child 2½ years of age, and, upon examining the plant (D. Tenifolia), he isolated an alkaloidal body, which was shown by experiments on animals to be the poisonous constituents of the plant. He is now engaged in a further study of the subject.

Bach's Hydrogen Tetroxide.—Professor Armstrong points out that A. Bach, in contending (Ber., 1900, 33, 1506—Phar. Jour.) that the liquid obtained on mixing a solution of hydrogen peroxide with sulphuric acid probably contains hydrogen tetroxide, has obviously failed to take into account the existence of persulphuric acid in such a solution. In all his experiments—both in those in which palladium hydrogen was oxidized and in those with peroxides—a large excess of normal sulphuric acid was added; the solution was then titrated with permanganate, and the oxygen which was given off was collected and measured. It is noteworthy that the liquid was shaken during several minutes after the titration was completed in order to expel the gas. It is open to question whether, in these cases, some persulphuric acid was not formed by peroxidation of the sulphuric acid, and whether the extra oxygen obtained by Bach was not derived from this. Bach regards the fact that other dehydrating agents besides sulphuric acid—for example, hydrogen chloride—produce effects, when mixed with hydrogen peroxide, similar to those obtained on using Caro's reagent, as evidence in favor of the view that hydrogen peroxide is converted into tetroxide by dehydration: $3H_2O_2 = H_2O + 2H_2O$. It is pointed out, however, that the effects produced by Caro's reagent are merely such as might be anticipated would be exercised by hydrogen peroxide acting in presence of a powerful dehydrating and hydrolyzing agent, and it is the use of hydrogen peroxide under such conditions that characterizes the novelty in procedure.

Queries and Answers.

We shall be glad, in this department, to respond to calls for information bearing on pharmacy or any of its allied topics, and cordially invite our friends to make use of this column.

The name and address of the inquirer must accompany the communication, not for publication, but to assure attention, as we make it a rule to pay no regard to anonymous correspondence.

Hæmin Test for Blood.—V. S.—This is known as Teichmann's test and is very delicate and characteristic for the coloring matter. In chemico-legal work the supposed blood stain should be cut, scraped or chipped away from its surroundings and dissolved in a little cold distilled water with the addition of ammonia, if necessary, to effect solution. A few drops of the solution thus obtained are evaporated to dryness with about a grain of common salt, and the residue transferred to a glass microscopic slide and moistened with a drop of glacial acetic acid. A cover glass is then applied and the liquid cautiously heated until the acid is dissipated. The slide is then cooled and examined under a magnification of 300 diameters. Here and there in the brown amorphous mass will be seen numerous minute crystals of hæmin, if the original stain was blood. The crystals are rhomboidal shaped and dark reddish brown or almost black in color.

Black Writing Fluid.—G. B. C. write: "We noticed in the last issue of the Druggist a receipt for making inks, tried, and found it satisfactory. However, we would like to have a formula for a writing fluid and trust you will be able to oblige us."

There have been many attempts made to imitate the popular English "writing fluids," and the subject has been treated at length in the case of "Stephens' Blue Black Writing Fluid" in MacEwan's "Pharmaceutical Formulas," the author of which believes that the formula has been called Stephens' by some ingenious wight who got out of it an ink resembling the original article. We take from this source the following formula, which is the one commonly used for the production of a blue black writing fluid and which we have used with satisfaction.

Blue Aleppo nutgalls.....	ozs. 4½
Bruised cloves.....	dr. 1
Cold water.....	ozs. 40
Purified iron sulphate.....	ozs. 1½
Indigo paste.....	oz.
Sulphuric acid, c. p.....	min. 35

Place the galls, when bruised, with the cloves in a 50 oz. bottle, pour upon them the water and digest, with daily stirring, for a fortnight. Then filter through paper into another 50 oz. bottle. Get out, also, the refuse of the galls and wring out of it the remaining liquor through a strong, clean linen or cotton cloth into the filter, in order that as little as possible be lost. Next put in the iron, dissolve completely, and filter through paper, then the acid, and agitate briskly; lastly, the indigo, and thoroughly mix by shaking. Pass the whole through paper. Filter out of one

bottle into the other till the operation has been completed.

Mr. MacEwan says he has had good results in the preparation of this ink by omitting the sulphuric acid and substituting for the indigo paste a dram of indigo carmine in powder. This substance gives a beautiful color, and, after adding it to the gall and iron mixture, the product should be well shaken and set aside for a week before decanting the clear ink. If we omit the acid and indigo paste, the above recipe is in all respects a model one, and it may be used for the aniline blue black ink, which is obtained by adding 2 scruples of methyl blue to the 40 ounces of liquor.

Blue Stencil Ink.—J. M. B.—The basis of the stencil inks commonly used varies to some extent, some preferring a mixture of pigments with oils and others a watery shellac basis, and we give alternate formulas:

I.

The basis.

Shellac	ozs. 2
Borax	ozs. 1½
Water	ozs. 10

Boil together until 10 ounces of solution is obtained.

The coloring.

Prussian blue.....	oz. 1
China clay.....	oz. ½
Powdered acacia.....	oz. ½

Mix thoroughly and gradually incorporate the shellac solution.

II.

Prussian blue.....	ozs. 2
Lamp black.....	ozs. 1
Gum Arabic.....	ozs. 3
Glycerin	sufficient

Triturate together the dry powders and then make into a suitable paste with glycerin.

III.

	Parts.
China clay.....	1
Prussian blue.....	2
Boiled linseed oil.....	sufficient

Mix intimately the china clay with the Prussian blue and make a paste of suitable consistency with the boiled linseed oil.

IV.

Shellac	ozs. 2
Borax	ozs. 2
Water	ozs. 25
Powdered acacia.....	ozs. 2
Ultramarine	sufficient

Boil the borax and shellac in water until they are dissolved, and, when cool, add the powdered acacia, stirring until it is dissolved. Add water to complete 25 fluid ounces and add sufficient ultramarine to make an ink of the right consistency. When it is to be used with a stencil it must be made thicker than when it is applied with a brush.

Ether Soap.—B. M.—This preparation consists in reality of a solution of potassium or sodium oleate in a mixture of alcohol and ether. It is made most rapidly by mixing equal parts of tincture of green soap and ether and allowing the preparation to stand until the water contained in the tincture of green soap has had time to settle. The clear solution is then decanted.

The formula used in St. Thomas' Hospital, London, represents the result of numerous experiments made to prepare a satisfactory solution for surgical purposes. It is as follows:

Oleic acid.....	Cc. 36
Solution of potassium hydroxide	
1 in 1.....	Cc. 7
Alcohol	Cc. 16
Ether.....	q. s. to Cc. 100

Mix the oleic acid with the alcohol in a flask and drop in the potash solution until a neutral solution of soap is obtained, using phenolphthalein as indicator. Then add 0.1 Cc. of potash solution in addition, so that the reaction is just alkaline. Set aside to cool and finally add the ether.

Book on Flavoring Extracts.—M. S. C.—Harrop's "Monograph on Flavoring Extracts," published by Harrop & Co., Columbus, Ohio, contains a good deal of useful information on the composition and manufacture of flavoring extracts and essences, but toilet waters are not included. For formulas and directions for making perfumes, cosmetics and other toilet articles consult "Perfumes and Their Preparation," by G. W. Askinson, Dr. Chem., published by N. W. Henley & Co., New York. These and books of a similar character pertaining to pharmacy can be obtained through the American Druggist Publishing Co.

White Floating Soap.—M. W. E.—The process of manufacturing a white floating soap from cotton seed oil is a trade secret. The general principles of saponifying oils are followed, the fatty matter being boiled with a weak alkaline lye (soap lye) and portions of stronger lye are added from time to time, the ebullition being still continued until the constituents of the oil and the lye reacting on each other combine to form a tenacious compound, which begins to separate from the water; to promote this separation and the granulation of the newly formed soap, some common salt is generally added, and, the fire being withdrawn, the contents of the boiler are allowed to repose for some hours in order that the soap may collect into one stratum and solidify; when this happens it is put into wooden frames or molds, and when it has become stiff enough to be handled it is cut into bars or pieces and exposed to the air, in a warm place, to further harden and to dry.

The process of converting ordinary heavy soap into the floating variety is a simple one, consisting of adding a certain proportion of water and incorporating air by beating. Stated in formula form the process would be represented by the following:

	Parts.
White soap.....	800
Water	200

Melt the water and soap together and beat with an emulsifier until the soap has increased to double its original vol-

ume, then pour into molds, allow to cool and dry by the aid of a gentle heat.

Directory of the Drug Trade.—Subscriber.—The published directories of wholesale and retail druggists are quite complete. Either Thomas' Directory of the Drug Trade, the published price of which is \$5, or the Era Druggists' Directory, price \$10, should answer your requirements, and copies can be obtained through any firm of book dealers or of the American Druggist Publishing Co., by sending cash with order.

Correspondence.

The State Board Election.

To the Editor:

Sir.—Unquestionably it was never the intent of the Honorable Senator who framed the new "Pharmacy law" that the election of members to the new "Board of Pharmacy" should degenerate into ward politics. For in a matter so important the office should surely seek the man and not the man the office.

Quoting from a Newburgh paper, I find "The original idea was to have the election on Tuesday afternoon, and the forces were marshalled for the fray. The old push will go home satisfied that Newburgh and Orange County politicians are equal to any emergency."

The law should be amended, and that before another election is held, giving to every licensed pharmacist in the middle district an opportunity to cast his vote. This could readily be done by holding the ballot open during a certain period of each day's session, say one hour's duration, either morning or afternoon.

Under the new law the licensed clerk is as much entitled to the privilege of a choice as the proprietor of a drug store, but if the ballot is only held open for a limited time during one day, and that at an hour known only to the privileged few, what chance has the licensed clerk, if his employer choose to exercise his right to vote. Then, again, the licensed pharmacist may anticipate attending one day's session of the New York Pharmaceutical Association. He naturally chooses, if he is interested in the new Board of Pharmacy, the day when the election is to be held, but "man proposes and God disposes." He is detained at home and is deprived of his vote. But perhaps the next day he could attend, or even the last day. Why not afford him a chance with his more fortunate brother pharmacists, who have made the meetings of the New York State Pharmaceutical Association a matter of a short vacation? An amendment of this nature would be fair to all. But a law which permits a snap election is not fair by any means.

To have removed the old board at this critical time was a serious mistake, as time will prove. Gentlemen who were so well equipped in every respect for the arduous duties they are called on to perform, who have devoted their time, energy and brains in the old board to a work few seem to have appreciated, and whose experience would be of inestimable value to the new board. To put in new and untried men of unknown qualifications may be a costly and disappoint-

ing experiment, and will react on every pharmacist in the State.

MIDDLE SECTION.

Concerning the Tripartite Plans.

Opinion appears to be divided among the jobbers of this city regarding the probable success of the tripartite agreement set forth in the letter of Frank A. Faxon, chairman of the Committee on Proprietary Goods of the N. W. D. A., printed in full in the May 14 number of this journal, page 325.

Among those who take a favorable view of the result is Wm. S. Mersereau, of Schleffelin & Co. In talking of the agreement to an AMERICAN DRUGGIST representative, Mr. Mersereau said:

"This agreement was entered into for the benefit of the retail druggist, and it remains for him to say whether it shall be a success or not. I have faith enough in the honest retailer to believe that he will do all in his power to live up to the new plan. I know that the honest jobber will. We will continue, as we always have, to stick to the rebate. As you, perhaps, know, neither the co-operative buying clubs nor the department stores can purchase goods now, and if they are actually kept out, there seems to be no reason why the practice of cutting should not be abolished. Of course it will remain for the retailers to pick out 'aggressive cutters.' Just how they will determine what an aggressive cutter is I can't tell, but that is a matter entirely for them."

Thomas E. Delano, of Charles N. Crittenton & Co., is not as hopeful as Mr. Mersereau.

"I haven't reached the condition yet," he said, "where I can be made to believe that the trade has found a remedy. There are lots of remedies in the patent medicine business, but this evil in the drug trade is of such long standing that I don't think the remedy has arrived."

"It will be a hard matter for the retail druggists to decide among themselves as to who is an aggressive cutter. A number who might be termed such in many instances obtain a better price for their goods at retail than do the retailers who claim to cut only through force of circumstances."

"I hardly think the time has come when dealers will get full retail prices. If this plan is successful they may approach a little closer to it, but in large cities I doubt very much if it is possible to increase much beyond what is now being obtained. In small towns, where there are but eight or ten druggists in all, it may be possible."

"Another point is that not less than 75 per cent. of the local retail druggists shall designate the 'aggressive cutters.' Now, how many of that percentage may be aggressive cutters themselves and would prefer remaining so rather than change, with the possibility of a neighbor obtaining old prices to the others' injury."

"Now, while I seriously trust that the new plan will be successful, and would not for the world do anything to prevent such a result, I can't help speaking my mind. I do trust, though, that in the present instance my views, which may seem pessimistic, are mistaken ones, and that the world of trade and competition is really not as bad as it seems to those who have had many years of experience and whose views may be tinged by the events of the past."

Advertising Ideas.

Under this heading we shall conduct a practical discussion of store methods and advertising for retail druggists. The Department Editor will be pleased to criticize advertisements, suggest improvements and answer all questions coming within the scope of this department, provided they are accompanied by the name and address of the writer.

ULYSSES G. MANNING,

DEPARTMENT EDITOR.

DIRECT ADVERTISING.

HOW many customers have you? I wonder how many druggists can give even approximately the number of their regular patrons. Comparatively few make any effort to learn the names of customers, and yet it pays to know. In city stores and in stores where trade is very large it may not be entirely practicable to learn who customers are, but the majority of drug stores are not city stores and are not burdened with trade. In communities where the business is divided between five or ten stores it is possible to keep a list of regular customers—irregular ones, too—and to make this the basis of direct advertising. It becomes possible for you to find out who the people are who prefer to patronize your competitors. You can then lay direct siege to them without wasting any ammunition on those who already trade with you.

It will be comparatively easy for any druggist to compile a list of several hundred people who would make desirable customers, but who never set foot in the store. They do not come because they are chained to other stores by acquaintance and force of habit. They may never have come to you because they have never been asked. They may not come because they have erroneous ideas about your stock or methods. They may not come because they do not know that you could give them better service than they now get. Any druggist who will compile a list of people whose trade he desires and who will then go directly and persistently after them will get a lot of them. Direct advertising means directing your advertising to them personally. It does not matter much what medium you use, so that you keep at it. Circular letters, folders, mailing cards, or postals will do. Don't give them much at a time, but keep it up. It takes time to overcome fixed habit, it is not easy to break a competitor's hold sometimes, but persistency will do wonders.

A wide acquaintance with the advertising methods of druggists has shown me that they usually fail of success for two reasons: They are afraid to spend

a proper amount of money and they lack the nerve to stick to it. Direct advertising is moderately expensive—that is, it seems to be, but in reality it is often the most economical method, because you hit the mark every time. You know you reach the person you are after, you can be almost certain he will read a brief message, and you can also be sure that he can no more resist the constant hammering than rock can resist the ceaseless dropping of water.

As the science of advertising develops, the necessity of selection and of direct methods becomes more apparent. The smallest retailer can apply the principle. It requires study of the field, knowledge of the trade, careful analysis of all the local conditions and of the strength and weakness of one's competitors, but it is worth while. Retailers are too prone to look at their customers in the mass; consider the individual. Few realize how valuable an asset the steady customer is; when one quits you dollars walk out of the store. Determine to hold every customer you have, and determine also to get the trade of certain people who now go elsewhere.

Use tact and judgment in your direct advertising, employ whatever bait or argument you think will appeal best to those you are after, and keep it up until you get them.

The Prize Advertisement.

The American Druggist offers a prize of books to the value of \$2, each issue, for the best retail druggist's advertisement. The prize is this time awarded to Fred. W. Eggers, Pittsburg, Pa.

Honorable Mention.

W. A. Frailey, Lancaster, Pa.
Jno. R. Thompson, Allegheny, Pa.
Sherman & McConnell Drug Co., Omaha, Neb.

CRITICISM AND COMMENT.

Street Car Ads.

Editor Advertising Ideas:

We enter for competition a series of street car signs that we are running in upwards of 800 cars. We inclose a photograph showing the general form of one series. The other series is on the same general order, except that the

upper row is a combination of mortars, graduates, retorts, etc., while on the lower space in white letters is the name and address of the establishment in type so plain as to be read from any part of the car. The various texts used are herewith inclosed. In the last series we are using forty different cards at a time. In this way the great variety of signs makes them always appear new and original.

EGGERS' APOTHECARY HALL,
per Fred. W. Eggers.

Pittsburg, Pa.

This series of signs is awarded the prize for this issue. Few druggists are in position to use street car advertising profitably, but many can with advantage use signs on sidewalk bulletins, on fences, in the windows and within the store. A sign is a sign wherever located, and those who know how to modify other people's ideas to meet their own needs can get suggestions from the portion of this series which is reproduced. A sign should be concise and suggestive, and if it can be given an original twist so much the better. Most of these are good examples of what signs should be. Like all other forms of advertising signs must be kept fresh to be effective.

Fence advertising seems to be pop-



Specimens of Eggers' Street Car Signs.

ular with druggists, and it has value if properly done, but it would be well for most of the advertisers to paint these signs with whitening and benzine—they would have to get out and renew them often. To do good window or bulletin board advertising signs should be changed every day. Try this method on soda water and you will see results.

Ten Cent Ice Cream Soda.

Many druggists prefer to make a superior ice cream soda and sell it for ten cents in competition with their neighbor who sells it at five cents. Those who do this owe the public some sort of explanation in order to avoid the false inference that their prices on other things are also higher.

Mr. Jno. R. Thompson, Allegheny, Pa., in a recent issue of his store paper handles this matter very nicely. The argument he offers is practically the only one that can be produced, because it is the truth. Many changes can be rung on it, however, retaining the cen-

tral idea that while you pay more you get more—better cream and more of it. Mr. Thompson's ad is reprinted here.

Pushing Specialties Rightly.

Wm. O. Fralley, Lancaster, Pa., submits a four-page circular on his Bitter Wine of Iron. The subject is treated comprehensively, the remedy being de-

The Prize Advertisements.

If it were called a "drug store" you'd recognize it—but it isn't that—so as it's better, it has a better name. Egger's Apothecary Hall.

Live in Bellevue? We're next door to you. Live at Highland Park? Next door, too. A telephone makes us "next door" night or day.

Got anything that you desire a chemist's report on? Send it here. Butter, cheese, rags, iron, gold, what not—we'll give you exact report.

Prescriptions filled as they've never been filled before in this city—that is, before the advent of—

Want a nurse in a hurry? Telephone here—Yes—one started toward your home already. Quick work and a reliable nurse, too.

"Doctor, I can't go out to get this prescription filled." You don't need to—day or night use the telephone to—

Over 400 physicians now send their prescriptions to the "Hall." There's a subject of congratulation for you and for us.

There have been volumes written on how prescriptions should be filled right—we write no volumes—just do it.

Standard drugs—no substitution—moderate cost—no comment—perfection in pharmacy—that's the history of a prescription filled at—

An upstairs location means less expense—and less charges to you—Prescription business is our business.

Things done here—chemical, urinary, analytical, qualitative analyses, bacteriological research, X-ray examinations and—pharmacy as a profession.

The compounding of prescriptions to-day is an exact science—brought to its highest perfection at—

A prescription once filled here is a guarantee that you'll come back. There are reasons.

Filling on an average 150 prescriptions daily—150 people pleased as they never were before.

A prescription to be rightly filled that is, beyond a doubt rightly filled—bears the label of—

scribed and commented on at length, and its action in various ailments fully explained. People know just what they are getting and what to expect of it. They will know whether it is suitable for their ailing kin and acquaintances. It is a kind of printed matter that every druggist should have who sincerely wishes to build up and maintain a trade on a specialty. A good circular costs something, but those inclosed in the package of remedy will sell enough to more than repay the cost, to say nothing of the results from general distribution. The returns don't come in a minute, that's why druggists are so shy about making expenditures that are absolutely essential to success, but they will come in due season.

A comprehensive, descriptive circular

for a specialty helps to make new trade and helps to hold and expand the trade already secured. People have a natural curiosity to know all about the medicine they are taking; with the sick this amounts in some instances to almost a mania. They will not persist in treatment or recommend a medicine unless they possess such information as a circular ought to give.

Big and Attractive.

The Sherman & McConnell Drug Co., Omaha, recently removed to a new location, and claim that in these new quarters they have the most complete drug plant in the West. The removal was signalized by a full page ad in local papers. This ad is one of the most attractive ever submitted to this department. About half the space is given to five

Ice Cream Soda

10 Cents.

We believe in serving this popular refreshment of the same high standard obtained in our Drugs. Pure, wholesome, "nuff of it" Ice Cream Soda cannot be served for less than our price and when we make this statement we know whereof we speak. The people who buy Drugs of us are the people who want the best and the people who buy our Ice Cream Soda are the people who want the best. Good Drugs and Good Soda should go together. If it were possible to serve the right kind of Ice Cream Soda for less than 10 cents we would do it, for we have the facilities, the capital and "the know how to make soda"—but it is not possible—that is why our price is 10 cents—our customers never object to the price after they sample the goods. Our Drugs will make you well—but our Ice Cream Soda will not make you sick.

Try It? - It's 10 Cents.

We Serve Soda in Clean Glasses.

THOMPSON'S DRUG STORE.

large half-tones of the store and its employees. The pressmen have secured good, sharp impressions from these plates, something not easy to do on print paper. The pictures must have caught the attention of every reader of the paper. They are comprehensive ads of themselves, and are backed up by excellent matter, which, in this instance, is run in like ordinary news matter, relieved here and there by headings set in neat borders.

This ad is an excellent example of doing it right. It possibly cost \$50 to get the cuts and matter ready for publication, and this expense is fully justified by the results.

About Show Windows.

An attractive display is the best and cheapest advertisement a retail merchant can have. It is also one of the subjects least understood, even by the most enterprising retailers.

Proper window dressing is a vital matter to every retail merchant. More attention to window display would make the difference between success and failure for some merchants. It would help every merchant to make

more money. You may not realize these facts now. We want to make you realize them.

Good window display is not expensive. It does not mean the spending of a large amount of money for fixtures or apparatus of any kind. It is as profitable, in proportion, to the smallest store in a country village as it is to the great emporium on Broadway.—*Exchange.*

The Recreations of a Famous Chemist.

The Philadelphia "Saturday Evening Post," under the heading of "Men and Women of the Hour," publishes interesting notes of prominent people. A recent issue refers to Dr. Chas. Rice, chairman of the Committee of Revision of the U. S. P., as follows:

"A few weeks ago a convention was called in Washington, D. C., composed of delegates from every incorporated association and college of medicine and pharmacy in this country. It is called only once every ten years and its object is the revision of the United States Pharmacopœia. The chairman of the committee of this revision is Dr. Charles Rice, the official chemist of the Department of Charities of New York City, and it is safe to say that he was the central figure of this as he was of the previous meetings of the congress which he has attended. For twenty years he has been the editor of this great undertaking and it has been largely a labor of love. Dr. Rice lives at Bellevue Hospital. He owns the finest private pharmaceutical reference library in the world.

"The doctor is a recluse and, outside of the officials and inmates of Bellevue, he rarely sees anybody. He sleeps only a few hours a day and spends all his other time in work. One of the physicians at the hospital recently asked him what his recreations were and he answered:

"Making friends with little children and studying the Oriental languages. The best time I ever had in my life was spent upon the revising of the Sanscrit dictionary for the Russian Philosophical Society."

The Leading Colleges of Pharmacy.

The leading colleges of pharmacy in the United States are represented in the advertising columns of the AMERICAN DRUGGIST by announcements to prospective students. We give the list, as follows:

- Albany College of Pharmacy, Albany, N. Y.
- California College of Pharmacy, San Francisco, Cal.
- Chicago College of Pharmacy, Chicago, Ill.
- College of Pharmacy of the City of New York, No. 115 West Sixty-eighth street, Borough of Manhattan, N. Y.
- Illinois College of Pharmacy, Chicago, Ill.
- Maryland College of Pharmacy, Baltimore, Md.
- Northwestern University School of Pharmacy, Chicago, Ill.
- Philadelphia College of Pharmacy, Philadelphia, Pa.
- School of Pharmacy of the Medico-Chirurgical College, Philadelphia, Pa.
- Summer School of Pharmacy of the Illinois Medical College, Chicago, Ill.

Beginners in pharmacy who intend to take a college course will find it advantageous to procure a copy of the college prospectus in advance, and this can be had by addressing any of the colleges as above.

New York State Pharmaceutical Association

... MEETS IN ...

22nd Annual Session

At Newburgh, N. Y.

FEATURES OF THE MEETING.

THE most notable feature of the annual meeting of the New York State Pharmaceutical Association, which closed at Newburgh on June 29, was the agreement arrived at among the representatives of the various sections of the State to work together in harmony for the passage of an amendment to the State pharmacy law providing for proof of graduation from a reputable college of pharmacy as a prerequisite for examination by the State Board of Pharmacy. The convention adopted the recommendation contained in the address of President Muench in relation to this matter, which was that applicants for a license to practice pharmacy should after 1905 be required to hold a college diploma besides proof of four years' practical experience. The Committee on the President's Address deemed the date set for this change was placed too far in the future, and, disagreeing with the president, changed the date to 1903, but on it being pointed out that placing the date thus early would perhaps work a hardship on deserving youths of limited means now entering pharmacy for the first time, the association adopted the president's original recommendation, and strengthened it by referring the matter to the Committee on Legislation of the association, with instructions to prepare an amendment to the law along the lines indicated for presentation to the association at the next annual meeting. It was definitely understood that no bill to amend the pharmacy law in this particular would be submitted to the Legislature this year, and it was agreed that this proposed amendment should not become operative until 1905. The vote upon this was unanimous, the utmost harmony of feel-

ing prevailed and there was not one dissenting voice heard in opposition. The officers of the association are to be congratulated upon the unanimity of sentiment which now prevails throughout the entire State, and the results of the meeting, so far as this and other important questions are concerned, are an augury of a successful administration under the presidency of Felix Hirshman, who was chosen to fill that office by unanimous vote.

The election of members for the new State Board of Pharmacy from the middle section was held on the first day of meeting and was a surprise in many ways. The druggists of this section appeared to have a clear idea as to their wishes in the matter of representation, and they had a pretty good working organization to see that their views were carried out. The election was precipitated rather more suddenly than was anticipated by an announcement that had been sent out by a member of the old board. The opposition were, however, well prepared and the issue was met at once. An effort was then made to postpone the election, and a vote was taken to determine whether the election should be proceeded with at once or set for a later date. The temper of the meeting was revealed in the figures of the vote, 41 being recorded in favor of proceeding with the election at once and 18 opposing. The balloting occupied considerable time, and when all was over it was seen that only one member of the old board had been returned to office. J. Clitheroe Smith, of Plattsburgh, was named on both tickets and was, of course, re-elected by a large plurality. The four new members are Charles B. Sears, of Auburn; Warren L. Bradt, of Albany; George H. Merritt, of Newburgh, and Byron M. Hyde, of Rochester.

PROCEEDINGS IN DETAIL.

The meeting was held in the Orange County Court House, where the County and Supreme Court Justices sit. The members occupied the seats usually reserved for the jury and witnesses on either side of the rostrum or Judge's bench. A wide, open space separated the platform from the remainder of the seats beyond the court railings, and the room was not altogether well adapted for the purposes of a convention, though commodious enough and extremely accessible to the hotel headquarters, which were at The Palatine, where the members were comfortably cared for by "Mine Host" F. N. Bain, who earned many encomiums by his assiduous attention to the comfort and welfare of the visitors.

The convention was called to order by President William Muench, of Syracuse, promptly at 10.30 a.m. on Tuesday, June 26. In a few appropriate words he expressed the pleasure it afforded him to greet so large an assemblage and congratulated the members on the propitious opening of the meeting, under good weather conditions and in an atmosphere of enthusiasm, which promised well for a large attendance and an interesting meeting.

He then introduced the Hon. Jonathan D. Wilson, Mayor of the city of Newburgh, who bade the visitors welcome to the city and, in the course of a cordial greeting, paid many compliments to the association. Although not acquainted, as he said, with all the details and purposes of the association, yet the fact of so many men assembling together from different parts of the State convinced him that the aims and object of the association were important and commendable. Such a body of men when they move in grand battalions create a powerful impression, the Mayor said, for there were thousands who measured the importance of a cause rather by its numbers than its motives.

A Happy Hit by the Mayor.

It was a happy hit he made when, touching upon the benefits of organization, he said:

We are at the threshold of a future that thrills us with its wonderful possibilities—possibilities of fellowship where separation was; of love where hatred was; of unity where division was; of light where darkness was; of peace where war was; of agreement and equality where difference and traditions had built up walls of destruction. This beautiful thing needs only to be realized in thought to become an actual fact in life, and those who do realize it are enriched by it beyond the power of words to express.

Speaking on behalf of the citizens of Newburgh, he assured the members of the State Pharmaceutical Association that the citizens were pleased at their coming and took great pride in placing at the disposal of the association the best the city afforded.

A Witty Response by Mr. Holmes.

The response for the association was made by former Secretary Clay W. Holmes, of Elmira. In a witty and interesting speech he made grateful acknowledgment of the cordial greeting of the city's chief executive. He recalled a visit which he had recently made to the Yellowstone Park, describing in eloquent terms the beauties of that region. He had read of Rome and its seven hills, had seen Richmond and its seven hills, but he had never before



Photo. by W. C. Peck, 78 Water Street, Newburgh.

GROUP PICTURE OF THE MEMBERS, TAKEN IN FRONT OF THE COURT HOUSE.

known of a city being made famous by a single hill until he arrived at Newburgh, which he should henceforth remember as the city on the hill-top. In summer, perhaps, residents of Newburgh might go, as the members of the New York State Pharmaceutical Association were now going, hand in hand, but in the winter season he thought it might be necessary for them to go together hand over hand up a rope as they climbed the approaches to the residence portions of the city.

The Local Committee.

Isaac C. Chapman, the chairman of the local Committee on Entertainment, was next introduced, and gave a detailed account of the entertainment which had been provided for the members, referring in the course of his remarks to the fact that he saw among those in the assemblage some with whom he had worked at the organization meeting of the association twenty-one years ago. He paid a compliment to his associates on the committee, young men who had entered into the spirit of the work and made his labors comparatively light, and spoke feelingly of the death of Willis Meginn, of Newburgh, one of the most earnest and devoted of his assistants, who lost his life at a fire while doing duty as a volunteer fireman.

W. H. Rogers, of Middletown, responded to Mr. Chapman's welcome. Like Mr. Holmes, he also took a sly dig at the one hill of Newburgh.

Vice-President Hlrseman was then called to the chair while President Muench delivered his annual message.

ADDRESS BY PRESIDENT MUENCH.

The address by President Wm. Muench, of Syracuse, opened with a reference to the satisfactory business conditions of the past year. It had been a year of success, he said, for all who had paid close attention to business and who possessed the knowledge to economically and profitably manage a pharmacy. The improvement was most noticeable in localities where good local organizations existed, the cultivation of a more fraternal feeling among the members of the trade operating to wipe out petty jealousies, and combination of effort to establish harmonious relations. He made a strong plea for the extension of local organization among the druggists of the State, saying:

It is my opinion that both city and county organizations can be more readily formed now than in former years, and I would recommend to those members in whose locality no association exists to set out and consult with their neighbors for the purpose of organizing. This is the age of organization. Experience has proven what a power and in-

fluence it wields. We have acted single handed and in a disorganized manner too long and have accomplished but little. Now that we know where the strength lies, let us profit by it and act in future in unison on all questions of importance, which will surely bring us a betterment in our condition and place us before the public in a better light. We must become more aggressive in the demands for our rights and seek to bring about such changes as seem just and proper to accomplish our success, and such effort must be a combined one.

COMMENDS THE N. A. R. D.

Referring to the annual meeting of the N. A. R. D. held at Cincinnati last year, mention was made of the representation from the New York State Pharmaceutical Association, and he declared his conviction that the N. A. R. D. would be a telling factor in bringing about a more complete and satisfactory understanding between the retail and wholesale trade, including the proprietary medicine manufacturers of the country. He

**FELIX HIRSEMAN,**

President of the N. Y. S. P. A.

bespoke the kindest consideration for the national organization, saying that if properly sustained the N. A. R. D. will certainly better the condition of the retailers and do much to suppress cutting.

The All State Pharmacy Law.

The outcome of the efforts to procure for New York the enactment of a uniform pharmacy law received the fullest consideration in the address. President Muench said:

For twenty years past this association through its representatives has endeavored to bring about for this Empire State a uniform pharmacy law for the entire State, and although the very best and most active men compose the Committee on Legislation, all attempts to procure the enactment of the much desired law failed, not because the legislators of the State of New York were so

much opposed, but more on account of the difference of opinion existing in our own ranks, and it seemed at one time that this State was destined to continue in the old channel with several laws and as many Boards of Pharmacy. So much the more pleased am I to be able to announce to you the grand result of the work of your Committee on Legislation during the last session of the Legislature, an All State Pharmacy law being now an established fact, an achievement which will be most agreeable and welcome to all.

Praise for Smither and Hill.

Mr. Muench recounted the various steps leading to the passage of the All State Pharmacy law and gave special credit to ex-President R. K. Smither and Assemblyman Hill for their aid in procuring its passage by the Legislature. He then touched upon the make-up of the new State Board under the new law and indicated who were entitled to vote at the election of representatives from the middle section which would be held in connection with this meeting. He paid a tribute to the Board of Pharmacy which was about to pass out of existence, saying that those who had noted impartially the work of the Board would agree that it had accomplished much to elevate the standard of pharmacy by judiciously licensing such men only who, after a creditable examination, proved their fitness to become lawful members of the pharmaceutical profession. He said that the association could point with pride to the splendid work accomplished by the five true and noble workers comprising the State Board of Pharmacy, and in saluting them, say: "Well done, good and faithful servants."

The Graduate Requirement.

The subject of higher education of the pharmacist received ample consideration in the message of President Muench, and it was in this portion of his address that he made the recommendation that an amendment to the State Pharmacy law be procured whereby candidates for examination by the State Board of Pharmacy should after 1905 be required to show proof of a college education in pharmacy by a diploma from some recognized institution. On this point he said:

I am in favor and would recommend that January, 1905, be the time set for the requirement of a diploma from a recognized College of Pharmacy, and that a law to that end be introduced. My reason for deferring the time of operation of the law lies in a desire to do justice to those who have but recently entered their apprenticeship.

Needs of the Treasury.

After touching upon his various committee appointments and alluding to the fact that he had recognized the traveling salesmen on several committees, as

active co-laborers in the work of the association, he spoke of the needs of the treasury, and, with a view to establishing a better system of collecting dues, recommended that one or more collecting agents be appointed in every city and town where there are five members or more, and that it be the duty of such agent to call upon all the members in his jurisdiction once a year prior to the annual convention and collect the dues. He also recommended that each branch of the State Board of Pharmacy be requested to contribute toward the expense of publishing the annual proceedings of the association.

The Rights of "Ex-Officio" Members.

President Muench reverted to the controversy which arose at the close of last year's meeting relative to the powers of the Executive Committee in the matter of naming the place of meeting, as well as the right of the secretary to cast his vote in that committee as an ex-officio member. He held that the secretary as an ex-officio member of the Executive Committee was entitled to all the rights of said committee, and quoted from Roberts' Rules of Order, which states that "If the office is under the control of the society, then there is no distinction between the ex-officio member and the other members." President Muench held that the secretary, as well as the Executive Committee, were under the control of the association, and hence his ruling during the year that the secretary is entitled to a vote as ex-officio member was correct. But since the vote upon that committee might result in a tie vote or deadlock, he recommended a change in the constitution to provide that the secretary should be "without vote."

On motion of William Muir, seconded by E. S. Dawson, Jr., the address was referred for consideration to a committee of five to be appointed by the chair.

The reports of officers were taken up next in the regular order of business, and Secretary Judson B. Todd gave the expenses of his office during the year as \$1125.19. The total membership at date of publication of proceedings was stated at 799. Fifty names had been removed since by deaths and resignations, leaving a present membership of 749.

Treasurer Thomas W. Dalton, of Syracuse, submitted a report of receipts and disbursements as follows: Receipts, \$2219.73; expenses, \$1152.85; cash on hand, \$1066.88.

The report was referred in the usual way to the Executive Committee for audit.

The Call for the Board Election.

President Muench then read a call signed by a number of the druggists of the middle section calling for a meeting to confer in regard to the election of representatives on the State Board of Pharmacy. The meeting was called for 1.30 o'clock, and William H. Rogers, of Middletown, explained that the call was issued by the druggists of the middle section themselves, as the authority to do this did not reside with the President of the State Association.

After the transaction of some routine business, including the reading of a communication from Thomas J. Macmahon, of New York, referring to the report of the delegates to the U. S. Pharmacopoeial convention, the morning sitting was adjourned.

THE BOARD ELECTION FOR THE MIDDLE SECTION.

It was not contemplated by those who issued the call for the meeting of the representatives of the middle section that an election would be held at that time. It was intended more as a conference meeting to decide upon choice of candidates and for publication of names, though the call was issued by those favorable to the "regular ticket," comprising the members of the existing State Board of Pharmacy. The "opposition ticket," headed by George H. Merritt, of Newburgh; Warren L. Bradt, of Albany; J. C. Smith, of Plattsburgh; Chas. B. Sears, of Auburn, and B. M. Hyde, of Rochester, evidently feared a snap convention and attended the meeting in force. The question of the time at which the election should take place was at once presented and opinion on the subject was greatly divided. The opposition ticket favored an immediate election, while the friends of the regular ticket pleaded for delay,



J. C. SMITH,

Member of the Middle Branch of the State Board of Pharmacy.

saying that many members entitled to vote were not expected to arrive until the following day.

C. W. Holmes said those who issued the call did not intend it for anything other than a preliminary meeting. He referred to the publication of a date for election in the "Pharmaceutical Era" as an unfortunate thing, and expressed the hope that no effort would be made to rush matters to a vote.

John Hurley, of Little Falls, expressed the fear that if the election came off at once it would be disastrous to the organization. He personally knew of a number of licensed pharmacists doing business in the Mohawk Valley who expected to attend and vote some time during the week.

Charles W. Parsons, the editor of the "Pharmaceutical Era," asked permission to make a personal explanation of the publication in his paper of a specific date for the election of representatives on the board from the middle section. He said he was asked to write the notice complained of by a member of the State Board of Pharmacy, who

wished the paper to emphasize the desirability of a large attendance of members on June 26th, for the purpose of voting in this election.

W. H. Rogers exonerated Mr. Parsons from any blame for the publication of the article, which he said was inconsequential and did not bind the assemblage to any specific course. In order to simplify matters he made a motion that the election be postponed until 8 o'clock on the following evening. A division of the house was called for, and the motion was declared lost by a vote of 44 ayes to 18 nays; S. S. Van Saun, of Warwick, acting as chairman; Judson B. Todd, of Ithaca, secretary, and W. H. Rogers, of Middletown, and H. Best, of Albany, as tellers.

The meeting then proceeded to ballot for members of the State Board.

Charles F. Brown, of Cortland, placed the following candidates in nomination: George H. Merritt, of Newburgh; Warren L. Bradt, of Albany; J. C. Smith, of Plattsburgh; C. B. Sears, of Auburn, and B. M. Hyde, of Rochester.

The following ticket was placed in nomination by W. H. Rogers, of Middletown: Alfred B. Husted, of Albany; Curtis H. Haskins, of Rochester; Frank L. Norton, of Delhi; J. C. Smith, of Plattsburgh; E. S. Dawson, Jr., of Syracuse.

George F. Mott, of Catskill, placed in nomination the name of C. C. Ten Broeck, of Kingston, after which the nominations were declared closed.

On motion it was ordered that the polls be closed at 3.30. At 3.35 the tellers announced that 85 votes had been cast. J. C. Smith received 76; C. B. Sears, 50; Warren L. Bradt, 56; George H. Merritt, 54; B. M. Hyde, 52; E. S. Dawson, Jr., 32; F. L. Norton, 32; A. B. Husted, 31; C. H. Haskins, 30. The first named five were declared elected.

After the result of the voting was announced Clay W. Holmes, of Elmira, stated that he had grave doubts of the legality of the election, and as he wished to appear without prejudice in the matter, made this announcement to protect himself in the event of a test case being made.

Roll of Electors.

The following is a list of the licensed pharmacists of the middle section who cast their votes at this election, together with their places of residence:

ALBANY.

A. B. Husted, R. W. Mitchell, G. Michaels, Warren L. Bradt, Frank Richardson, W. McAllister, H. Best.

AUBURN.

Chas. B. Sears.

CAIRO.

Charles W. Smith.

CATSKILL.

Geo. F. Mott.

CHATHAM.

A. J. Fellows, E. W. Fellows.

COHOES.

Geo. H. Howarth.

CORTLAND.

C. F. Brown.

DELHI.

F. L. Norton.

ELMIRA.

J. F. Van Nort, Clay W. Holmes.

FISHKILL LANDING.

P. Green.

MIDDLETOWN.

W. H. Rogers, R. C. Tutthill, Jr.

NEWBURGH.

Charles S. Wallace, John J. Elliott, Hiram Myrick, Jas. G. Birch, David Kingston, Fred. C. Carpenter, Theodore Myrick, Phillip F. Hoffman, Daniel Merritt, Geo. H. Merritt, Richard Ennis, Clarence Miller, Wm. A.

Sloat, W. F. Nutt, L. A. Harris, F. A. Grenze-
buch, Theodore A. Merrif, J. A. Joslyn, Henry
R. Dubois, Arthur Dubois, Owen Caldwell,
John H. Chapman, C. L. Lenz, Fred. Wallace,
W. B. White, L. M. Gunton, J. F. Carr, F. B.
Westbury, Isaac C. Chapman, Albert Wright-
meyer, Emil Doderer, Louis H. Carr, Isaac B.
Lozier.

NYACK.

John D. Blauvelt.

OSWEGO.

J. H. Butler.

PEEKSKILL.

Geo. McNutt, Jr., F. Loughran, Jr.

PINE PLAINS.

W. J. Bowman.

PLATTSBURGH.

J. C. Smith.

GENESEO.

A. H. Rogers.

HAYT'S CORNERS.

Edwin J. Singalaken.

ITHACA.

F. H. Blackmer, Judson B. Todd.

KINGSTON.

Chas. C. Ten Broeck.

LIBERTY.

T. M. Millspaugh.

MATTEAWAN.

H. B. Bevier.

ROCHESTER.

Byron M. Hyde, Geo. Hahn, C. H. Haskins.

SARATOGA.

E. Tibbitts.

SAUGERTIES.

Luther Hommel.

STONY POINT.

Geo. B. Hastings.

SYRACUSE.

Rufus E. Smith, F. R. Burdick, G. E.
Thorpe, Thomas W. Dalton, Wm. Muench, E.
S. Dawson, Jr.

TROY.

C. H. Bosworth.

UNADILLA.

Frederick Bailey.

UTICA.

H. P. Snow.

WARWICK.

S. S. Van Saun.

WALDEN.

Chas. D. Cohen.

WAPPINGER FALLS.

Jas. S. Roy.

WEST WINFIELD.

H. H. Wilcox.

PROCEEDINGS RESUMED.

Afternoon Session.

President Muench opened the after-
noon sitting of the association meeting
at 4 o'clock after the result of the elec-
tion for members of the State Board
had been announced and called upon
Secretary Todd to read the minutes of
the preceding sitting, which was done
and the minutes approved. Dr. P. W.
Ray then moved the election of the fol-
lowing list of members, which had been
posted at the previous sitting in com-
pliance with the by-laws:

A. S. Hamilton, Elmira; Louis N. Mathews,
Elmira; C. H. Calkins, Elmira; M. R. Mandel-
baum, New York; Frederick Bailey, Madison;
Harry Cole, Pine Plains; Chas. H. Halper,
Newburgh; S. S. Van Saun, Warwick; E. D.
Ireland, Schenectady; Harry J. Steinfeld,
New York; Geo. E. Schweinfurth, New York;
A. L. Goldwater, M. D., New York; Joseph
Aguaro, New York; Eugene F. Lehr, Brook-
lyn; Abram Greenus, Brooklyn; C. L. Mc-
Bride, Kingston; James H. Wellington,
Brooklyn; Wm. Schroeder, Jr., Brooklyn;
Max Schneider, Brooklyn; W. L. Schaaf, New
York; Virgil Coblenz, New York; L. Gar-
barino, New York; Geo. A. Grumbök, Jr.; Clar-
ence Miller, Newburgh; G. M. Horstmann,
Mt. Vernon; Wm. A. Dawson, Hempstead;
H. S. Blackmore, Mt. Vernon; H. J. Gibney,
Olean; Jules Herbevaux, Utica; C. D. Hig-
ley, Syracuse; Chas. C. Ten Broeck, Kingston;
Theodore M. Millspaugh, Liberty; Wm. S.
Gardner, Schenectady; E. C. Brumhagim, Al-
bany; C. H. Jacobs, Gloversville; E. H.
Brandhorst, Schenectady; Geo. H. Merritt,
Newburgh; W. L. Sanderson, Troy; Fred. H.
Blackmer, Ithaca; A. J. Trefethen, Ithaca;

A. F. B. Westberg, Newburgh; Arthur Du
Bois, Newburgh; R. W. Mitchell, Philadel-
phia, Pa.; Eddy H. Chapin, Onelida; H. A.
Herold, New Rochelle; W. R. Hall, Roches-
ter; A. J. Sherburne, Amsterdam; Albert P.
Howarth, Utica; W. H. Moses, Auburn; M. J.
Maher, Newburgh.

Dr. Eccles Makes a Scene.

This was to Dr. R. G. Eccles, of New
York, the signal for a revolt. He stated
that it was currently reported in New
York that an effort was to be made to
pack the convention, and said he desired
to put the good faith of the New York
members to a test. He therefore moved
that no new members be elected or
given the privilege of voting until after
the election of officers on Thursday. If
the New York members were honest in
their statement that they did not in-
tend to pack the convention they would,
Dr. Eccles said, vote for his resolution.
If they had any such intention they
would vote against it. This raised a



GEO. H. MERRITT,

Member of the Middle Branch of the State
Board of Pharmacy.

perfect storm of opposition, and Presi-
dent Muench promptly ruled the mo-
tion out of order.

Ex-President William Muir indig-
nantly resented the insinuations made
by Dr. Eccles. He said there had been
no effort made to pack the meeting.
The number of candidates from New
York was less this year than in several
previous years.

Dr. Eccles appealed from the decision
of the chair, and the meeting sustained
the president. After further objections
on technical points by Dr. Eccles, in all
of which he failed to receive any sup-
port, he finally withdrew all objection,
and the candidates were elected in a
block by one affirmative vote cast by
the secretary.

Committees and Delegates.

The following committees were then
announced: Committee on Credentials,
William Muir, W. H. Rogers, R. E.
Smith.

Committee on President's Address,
Oscar Goldmann, Adrian Paradis, Willis
G. Gregory, Alfred B. Husted, Clay W.

Holmes. This committee was appointed
by Vice-President Hirseman.

The reception of delegates was then
taken up and greetings were received
from delegates from the German
Apothecaries' Society, New York, the
Alumni Association of the Brooklyn
College of Pharmacy, the Greater New
York Pharmaceutical Society and the
Tompkins County Pharmaceutical As-
sociation.

The report of the delegates to the an-
nual meeting of the National Associa-
tion of Retail Druggists was presented
by Felix Hirseman, and on motion re-
ferred to the Executive Committee for
publication. The sitting adjourned at
5 p.m.

THIRD SESSION.

Wednesday.

The second of the series of entertain-
ments provided by the local committee
was an excursion to Walden, a town
some distance out of Newburgh. The
start was made from headquarters at
9 o'clock on Wednesday morning.
Five special cars conveyed the party
to their destination. At Walden
they were conducted through the
cutlery factory, and then made a
tour of the town. From Walden they
were taken to Orange Lake, where re-
freshments were served. The home-
ward trip to Newburgh was begun at
1.30, the members reaching headquar-
ters in time for the afternoon session,
which opened at 3.15.

The meeting was convened by Presi-
dent Muench. Secretary Todd read the
minutes of the previous sitting, and
upon motion of Clay W. Holmes, sec-
onded by Thomas Stoddart, that part of
the minutes relating to the objections
made by Dr. Eccles to the election of
members was ordered expunged from
the report. Applications for membership
were then presented from Edwin D.
Ireland, of Schenectady; A. S. Hamil-
ton, Louis N. Mathews, and C. L. Cal-
kins, of Elmira.

Reports of standing committees were
then called for and R. K. Smither pre-
sented the following on behalf of the
Committee on Legislation, Wm.
Muench, chairman:

Report of the Committee on Legislation.

To the Officers and Members of the New
York State Pharmaceutical Association:
Your Committee on Legislation respect-
fully reports as follows:

On account of the depleted condition of
our treasury we were this year unable to
engage a special paid legislative "watch
dog" at Albany, but were obliged to rely
upon the public press and members resident
at Albany for information upon measures in-
troduced which might affect the interests of
the pharmacists. A number of bills of more
or less importance were introduced and re-
ceived the attention of your committee as the
case seemed to require. None of those which
were obnoxious to the pharmacists of the
State became laws, and our profession nar-
rowly escaped several attempts at decreasing
its usefulness and curtailing its privileges.

Your committee feels especially rewarded
for its labors in having secured at last what
the Association has had in view for twenty
years, an "All State Pharmacy Law." In
addition to the expected benefit coming from
such a law your committee is the more elated
over the success because of the obstacles with
which it had to contend during its progress.

We had been told there were no available
funds in the treasury, and that any expenses
made for future payment must necessarily be
very light, and the members of the commit-
tee were given to understand that in attend-
ing hearings at Albany they would be re-
quired to advance the funds necessary for
their traveling and hotel expenses, without
any positive assurance of the same being re-
funded. We were confronted by unfriendly
articles in our pharmaceutical journals and
by discouraging expressions from members.

as well as by a bill introduced by New York City pharmacists that threatened to prove a serious obstacle to the passage of the proposed "All State Bill." Even some of the members thought it wise to simply introduce our bill in a perfunctory way and let it run its course, but a more aggressive campaign was decided upon, and the committee resolved that if defeat must come, it should find us with our armor on.

The Buffalo member of the committee was given the task of recasting the bill in consultation with Assemblyman Hill; and the latter was intrusted with the introduction of the same in the early part of the session. Mr. Hill was selected on account of his known friendship for our cause and his large influence as a legislator, and our trust in him was not misplaced.

The real struggle over the bill occurred in the Assembly Committee on Public Health, and after the committee had been unofficially urged for and against the bill in various ways a public hearing was duly announced. The same was attended by Chairman Muench and Messrs. Smither and Richardson, and immediately upon our order of business being reached these representatives were informed that considerable opposition had been brought to bear upon the committee and an adjournment of the hearing demanded. To substantiate this, Dr. Henry, chairman of the committee, read a number of dispatches and communications, among which were those from the German Apothecaries' Society and the Manhattan Pharmaceutical Association of New York City.

The legislative session had by this time become well advanced, and, acting upon advice, your committee had thus far no bill introduced in the Senate, hence there was grave danger that an adjournment might prove fatal. Your representatives, supported by Assemblyman Hill, strenuously urged an immediate hearing, and the same was granted, the result being a favorable report from the committee and passage of the bill by the Assembly, with but one material change from the original text as prepared by your committee. It was requested by Dr. Henry, of New York, chairman of the Assembly Committee on Public Health; it was that one of the requirements as submitted by the committee for eligibility to membership in the Board of Pharmacy—viz., that the candidate must be "actually practicing his profession," be eliminated. This was conceded.

In the Senate the bill was sent to the Committee on Public Health and reported favorably. On the final passage, however, we were strenuously opposed by Senators Armstrong, of Rochester, and Krum, of Schoharie; Assemblyman Hill promptly informed your committee of this unlooked-for opposition, and your committee secured material assistance from friends in Rochester and elsewhere who could bring influence on the refractory Senators. The legislative session, which this year was a short one, was now near its end, and the prospect of the passage of the bill became rather clouded. Your committee was finally obliged to submit to an amendment of the bill allowing physicians to dispense prescriptions and sell poisons in the several towns of the State outside of incorporated villages, and merchants and retail dealers to sell the ordinary non-poisonous remedies.

The bill was then passed and went to the Governor. Once in the hands of the Governor a more general support was given the bill, the different Boards of Pharmacy, the Manhattan Pharmaceutical Association, the German Apothecaries' Society, the Syracuse Druggists' Association, the Erie County Pharmaceutical Association, and several individual influential pharmacists throughout the State expressed their approval of the bill to the Governor. This was supplemented by the personal appeal of Assemblyman Hill, and on April 25 the "All State Pharmacy" bill was signed by the Governor and became a law.

Thus it proves that in pharmaceutical legislation, as in many other things, it is "darkest before dawn," and success has crowned the efforts of your committee at a time when it had begun to despair.

That we have waited so long for the consummation of our wishes in this matter is not altogether a misfortune, for in the repeated revision and continued discussion of the bill by successive committees and conventions of our Association the law has been in a constant process of evolution and improvement, and is to-day a much more comprehensive and complete instrument than it would have been had it been enacted several years ago.

Nor must it be concluded that our efforts in the past to secure the legislation have been without benefit. The work of your committee in its final efforts revealed the fact that an impression had been made, not only upon the pharmacists and general public, but upon our legislators at Albany, which was strong-

ly in favor of a single pharmacy law for the State.

It had been admitted by some of our most prominent legislators that the "All State Pharmacy" bill was the most important piece of general legislation enacted by the Legislature of 1900; and it is the hope of your committee that the law will be administered with a degree of wisdom and discretion that will reflect credit upon the Association and prove of inestimable benefit to the public and the pharmacists of the State.

Your committee recommends that the thanks of this association be tendered to Assemblyman Hill for his untiring efforts in securing the enactment of the law.

Respectfully submitted,

Wm. Muench,
Chairman.
E. K. Smither,
Frank Richardson,
Felix Hirsemann,
Wm. H. Rogers.

Wm. Muir moved that the report be accepted and spread upon the minutes, and Vice-President J. F. Van Nort was asked to put the motion to the house. This was done and the recommendation in the report extending the thanks of the association to Assemblyman Hill, of Buffalo, adopted. On motion of Rufus E. Smith, of Syracuse, a special vote of thanks was passed to the committee for their services.

The Executive Committee then submitted a favorable report on the expense account of the secretary, and at the same time handed up a favorable opinion on the action of the Louisiana Pharmaceutical Association relative to improved rank and pay for the pharmacists of the Army, Navy and Marine Hospital service, and recommending the adoption of resolutions similar to those adopted by the pharmacists of Louisiana.

Report of the Committee on Commercial Interests.

This committee, composed of George Reiman, of Buffalo; Rufus E. Smith, of Syracuse, and George Hahn, of Rochester, reported through Chairman Reiman. In this report the cutting evil was touched upon and it was questioned whether much progress had been made toward the solution of the vexed problem. Attention was called to the increasing number of specialties which are appearing on the market, and it was recommended that something should be done to restrain the production. The committee reported the hearing before the Ways and Means Committee at Washington on the repeal of the stamp tax. The discrimination against the pharmacists of the country was stigmatized as unjust and it was recommended to appoint a committee to consider the question and work for the removal of an odious and iniquitous tax. The unequal manner in which the tax bore upon the drug trade was shown in the statement that whereas a 2 cent stamp was deemed sufficient for a bottle of imported champagne selling for about \$4.00, a 10 cent stamp was necessary on medicines of the same value. The commercial training of apprentices was touched upon in the report. No matter how well versed a youth might be in scientific work and in general studies, it stood to reason, the report stated, that to be successful in business he must also possess a good business training. The report closed with a favorable notice of the work of the National Association of Retail Druggists, which had won recognition at the hands of the older organizations and had met with success in its efforts to ameliorate existing trade conditions.

Reports of delegates to sister associations were called for, and George C. Diekman, of New York, took the floor to give an account of the meeting of the American Pharmaceutical Association, when he was interrupted by Clay W. Holmes, who called attention to the fact that Dr. Diekman was not a member of the delegation to the 1900 meeting of the A. Ph. A. He (Mr. Holmes) had received that appointment from President Muench. Dr. Diekman explained that two annual conventions of the A. Ph. A. had taken place since the last meeting of the New York State Association, and he desired to report for the 1899 meeting. With this explanation Dr. Diekman made a brief verbal report of the 1899 meeting, while Mr. Holmes presented a written statement of the proceedings of the 1900 meeting. William Muir, of Brooklyn, questioned the authority of President Muench to appoint delegates to an elective office, and expressed the opinion that the delegates appointed for the first meeting should have held over for the second, but President Muench ruled otherwise, and the incident closed.

Caswell A. Mayo, of New York, submitted a lengthy report on the United States Pharmacopoeial Convention at Washington. On motion the various reports were accepted and referred for publication.

Francis B. Hays, of New York, made announcement of the fact that the Pennsylvania Pharmaceutical Association was then meeting in annual session at Ebensburg, and moved that a telegram of greeting and congratulation be sent, which was done.

New Jersey Association Rebuked.

At this point it occurred to President Muench that the delegates to the New Jersey Pharmaceutical Association had not yet reported and he called upon Adrian Paradis, chairman of the delegation, if he was ready to report. Mr. Paradis stated that he had turned over his credentials to Dr. F. P. Tuthill, of Brooklyn, appointing him his proxy. Dr. Tuthill informed the association that he had visited the meeting of the New Jersey Pharmaceutical Association, and presented his credentials, but was denied the privileges of a visiting delegate. He could not, therefore, make any extended report. Dr. Tuthill's account of the discourteous treatment meted out to him as the representative of the New York State Pharmaceutical Association created a profound impression. The members were in an angry mood, and a motion by Adrian Paradis that the name of the New Jersey Association be stricken from the list of associations to which delegates are appointed was promptly seconded. R. K. Smither treated the incident somewhat jocosely, saying in seconding the motion by Mr. Paradis: "I consider this motion entirely proper. I consider it would be well hereafter if we confine our delegates to the United States."

For the Committee on Credentials, Wm. Muir, chairman, reported that credentials had been received from the following named colleges and associations: Brooklyn College of Pharmacy, New York College of Pharmacy, Greater New York Pharmaceutical Society, New York Deutscher Apotheker-Verein, Alumni Association of the Brooklyn College of Pharmacy, Connecticut Pharmaceutical Association, Tomkins County Pharmaceutical Association, Manhattan



CHAS. B. SEARS,

Member of the Middle Branch of the State Board of Pharmacy.

Pharmaceutical Association, New Jersey Pharmaceutical Association, Alumni Association of the New York College of Pharmacy, Erie County Pharmaceutical Association, National Wholesale Druggists' Association.

Respects to New Jersey.

At this point the association again paid its respects to the New Jersey organization by adopting by a rising vote amid applause a motion extending to John C. Gallagher, of Jersey City, a visitor, all the privileges of a visiting delegate. In response to repeated cries of "speech," Mr. Gallagher made grateful acknowledgment of the courtesy, which, he said, was all the more welcome in face of the fact that a courtesy of this kind had been denied by his association to the New York delegates.

The privileges of the floor were then formally extended to accredited delegates. C. F. Dyna presented a resolution relating to the graduate requirement on behalf of the Pharmaceutical Clerks' Association, of New York, and Wm. R. Laird, representing the New Jersey Pharmaceutical Association, explained that the action taken by his association regarding the reception of visiting delegates was not approved by nor did it in any way represent the sentiment of a majority of the members. He was confident that in future delegates from sister associations would receive courteous treatment. Willis G. Gregory, of Buffalo, presented the greetings of the Erie County Pharmaceutical Association, stated the results of the recent election for members of the State Board of Pharmacy, and took advantage of the opportunity to speak of the attractions of Buffalo and the advantages it offered as a city in which to hold the next meeting of the association. He described the plan of the Pan-American Exposition, and distributed colored maps of the grounds.

Pharmaceutical Papers.

The reports of the standing committees were again taken up and Thomas J.

Keenan reported for the Committee on Pharmacy and Queries. He announced a paper on the "Medical Relief System of Buffalo," by George Reiman, and called for the reading of it. Objection was made by Counsellor H. A. Herold, of New York, one of the newly elected members, but William Muir, of Brooklyn, strongly insisted on the reading of the paper, and his views prevailed. The paper was especially interesting owing to the exhibit with which it was accompanied of the prescription form and scale of prices established by ordinance of the city authorities of Buffalo. We reserve the paper for publication in full in an early issue. It was received by the association and ordered printed in the proceedings.

Additional papers were presented by the committee as follows:

"Shop Notes and Dispensing Hints," by William A. Dawson, Hempstead; "History of the New York State Pharmaceutical Association," by Clay W. Holmes, Elmira; "Tendencies in Pharmacy," by Alfred B. Huested, Albany; "Prescription Incompatibilities as they Occur in Everyday Practice," by Wm. J. Robinson, New York; "Botanical

specifically provides for the disposition of all funds collected by the Board.

7. We disapprove of the recommendations regarding changes in the constitution, and recommend that the president be made an ex-officio member of the Executive Committee, and that both he and the secretary be given the right to vote.

8. We fully approve of the other recommendations contained in the president's address.

(Signed)

Oscar Goldmann,
Adrian Paradis,
Willis G. Gregory,
Alfred B. Huested,
Clay W. Holmes.

On motion of Mr. Mayo, duly seconded, the report was received, and on the question of its adoption, President Muench took the floor and argued for the adoption of the recommendations made by him which were disapproved by the committee. He made a special plea for the sharing by the Board of the expenses of printing the proceedings of the association. Vice-President Hirseman, who was in the chair, ventured mildly to say that he could not agree with Mr. Muench in his contention and Mr. Muench started a ripple of laughter by retorting quickly with "I do not care to know whether the Chair agrees or disagrees with me. I want to know what the members think." Mr. Smither thought the matter could be fixed by referring that portion of the president's address to the Board of Pharmacy for consideration. It was not necessary to adopt any formal resolutions. One hand might easily be made to wash the other.

Time for the Graduate Requirement.

The main fight was on the recommendation of the committee to shorten the time in which the graduate requirement should go into effect. President Muench made a personal appeal to the members, urging that to make the law effective before 1905 would work a hardship on young men now entering the business. Finally Chairman Goldmann, of the committee, said if the other members would agree he would acquiesce in the recommendation of the president that the law should not go into effect until 1905. Professor Anderson, of the Brooklyn College of Pharmacy, spoke for the committee's original recommen-



WARREN L. BRADT

Member of the Middle Branch of the State Board of Pharmacy.

Nomenclature," by Walter Bryan, Brooklyn. (This paper is printed in this issue.)

Report of the Committee on President's Address.

After the reading of telegrams of greeting and congratulation from National Secretary Thomas V. Wooten, of Chicago, and Professor Whelpley, of St. Louis, and announcements by the secretary, the report of the Committee on the President's Address was received, Chairman Oscar Goldmann submitting the following statement:

1. We approve the action taken at the meeting of the National Association of Retail Druggists and the work of that association referred to in the address.
2. We approve the president's recommendations relative to the War Stamp Tax and the proposed efforts for its repeal.
3. We approve of the recommendations bearing on the All State Pharmacy law.
4. We approve the opinion expressed regarding the State Board of Pharmacy and its work in the past.
5. We approve the recommendation in regard to the education of pharmacists and the requiring applicants for a license to first procure a diploma from some recognized College of Pharmacy, with the exception that in our opinion the president places the date for it to take effect (1906) too far in the future, and recommend a change to 1903.
6. We cannot approve the recommendation that each branch of the Board of Pharmacy contribute toward the expense of publishing our annual proceedings, as the law



B. M. HYDE,

Member of the Middle Branch of the State Board of Pharmacy.

dation shortening the period. Ex-President Wm. Muir supported President Muench and hoped the time would be extended.

For State Control of the Colleges.

There was some further discussion over the recommendations of the committee before their adoption by the association, and several amendments bearing on the report were passed. The most important amendment, by Robert K. Smither, of Buffalo, took the following form:

I move that the Legislative Committee, when appointed, be directed to prepare and present to this association at its next annual meeting a law which will provide for the graduate prerequisite to examination by the Board of Pharmacy from and after 1905, and that this law shall also require a Regents' examination for entrance to the colleges of pharmacy and provide for suitable State control of the standard prescribed by the colleges of pharmacy.

This was adopted.

The Law of Ex-Officio Membership.

Clay W. Holmes offered an amendment to the constitution intended to carry out the recommendation of the Committee on President's Address. The amendment provided for the addition of the president to the Executive Committee as an ex-officio member. In submitting the amendment Mr. Holmes explained that it was necessary to specify the fact that the ex-officio members of the committee were entitled to a vote, since under both Roberts' and Cushing's rules all ex-officio members of committees are entitled to vote provided that they are members of the body from which the committee is appointed. As an illustration Mr. Holmes said that the Speaker of the House of Representatives was entitled to a vote on every committee of which he was an ex-officio member, because the Speaker was a member of the House. The President of the Senate, however, was not entitled to vote in committees of which he was an ex-officio member, because he was not a member of the Senate, but was merely its president ex-officio, his elective office being that of Vice-President, which carried with it the duty of presiding over the deliberations of the Senate. He was therefore merely an official of the Senate and not a member. Mr. Holmes' amendment was laid over for action at the next annual meeting, as is required of all amendments to the constitution.

This concluded the business of the afternoon sitting, and the meeting adjourned.

FOURTH SITTING.

Thursday Morning.

The programme for Thursday included an election for officers and an excursion by steamer to West Point. The attendance was probably larger than any previous day, but the members were slower in coming together, it being nearly 10 o'clock before President Muench rapped for order. The minutes of the previous sitting were read by Secretary Todd and approved, after which more new members were proposed by Dr. Itay, of the Executive Committee, and ordered posted. For election to membership he offered the following names and asked that the secretary be instructed to cast one affirmative ballot in their favor, which was done. The new members were Benjamin I. Hicks, Brooklyn;

Chas. Loveland, Binghamton; Chas. E. Zwadski, Buffalo; Paul Arndt, Brooklyn.

As a committee to consider the time and place of next meeting President Muench appointed C. F. Brown, of Cortland; W. H. Rogers, of Middletown, and George C. Diekmán, of New York.

The association was addressed at this point by Dr. A. L. Goldwater, president of the Greater New York Pharmaceutical Society, who described the organization which he represented, and, touching upon the character of the membership, laid special stress upon the fact that physicians were eligible. The report of the delegates to the National Pure Food and Drug Congress, Dr. R. G. Eccles, chairman, was read by title and referred for publication.

The status of the hospital stewards in the National Guard of the State of New York was the subject of a resolution by William Muir, of Brooklyn. He stated that he had heard that an effort would be made at the next session of the Legislature to repeal the law which gives commissioned rank to the military pharmacist. He therefore moved that this law receive the approval and indorsement of the associa-

George Merritt John H. Chapman Arthur Dubois Willis Meginn*



Clarence Isaac C. J. A. Richard
Miller Chapman Joslin Ennis

COMMITTEE ON ENTERTAINMENT.

*Died May 17, 1900.

tion and that a letter of thanks and acknowledgment be forwarded to Governor Roosevelt for signing the bill. This was adopted.

Adulteration in New York.

The Committee on Adulterations reported at this stage through Professor Michaelis, of Albany, chairman. The report contrasted the conditions at the beginning and close of the century, and described the provisions of the Brosius Pure Food and Drug bill. It expressed the opinion that owing to the powers conferred on the new State Board of Pharmacy there was now no longer any need for the existence of a Committee on Adulterations. This was coupled with a suggestion that the State Board should select from their membership a chemist and a pharmacologist to investigate the adulteration and sophistication of drugs.

During the year the committee had collected and examined samples of seidlitz powders, tincture of nuxvomica, Fowler's solution, bismuth subnitrate, potassium iodide, chlorine water, and Hoffman's Anodyne. The Fowler's solution was found invariably below strength, while potassium iodide was frequently contaminated with iodates and carbonates. The bismuth sub-

nitrate was up to the U. S. P. standard, being white, fluffy and free from arsenic. The quality of the chlorine water of the market continued bad and the committee recommended its dismissal from the Pharmacopoeia, proposing an extemporaneous preparation as a substitute. Nothing good could be said of the quality of the Hoffman's Anodyne sold. It was an article of problematical composition, difficult of preparation, and the committee was glad to announce that the Pharmacopoeial Convention would adopt for the next pharmacopoeia a simple mixture of alcohol and ether for this article and give it the name of Hoffman's Anodyne. The report was received and ordered printed.

On motion of C. Z. Otis, of Binghamton, the association adjourned for one minute to allow of the election of the members proposed at the opening of the meeting. On readjournment Dr. Ray presented the following names and moved that the secretary be instructed to cast one affirmative ballot for their election: Arthur Hanley Parke, E. Wheeler Carr, Arthur C. Robinson, of Hudson; Henry Thornton, of New York.

The Briefest Speech of the Session

was made at this point by George Gregorius, of New York, who was introduced as the delegate from the German Apothecaries' Society. He said, "Gentlemen, I thank you!" and sat down.

ELECTION OF OFFICERS.

No sooner had President Muench announced that the time had arrived for the nomination and election of officers than R. K. Smither, of Buffalo, rose to his feet and in a fine speech nominated for the office of president Felix Hirseman, of New York. He said he esteemed it a privilege to present the name of a man who had made a personal friend of every member of the association with whom he had been brought into contact. The nomination was promptly seconded by W. H. Rogers, of Middletown, who said he spoke for the druggists of the Middle Section. Nominations were then declared closed, and on motion of Mr. Smither the secretary cast the unanimous vote of the association for Mr. Hirseman, Prof. E. H. Bartley, of Brooklyn, and George Reiman, of Buffalo, acting as tellers.

President Hirseman was then introduced and briefly but feelingly thanked the association for the honor conferred upon him. He stated that he would strive to the best of his ability to execute the various duties he would be called upon to perform in his official capacity and would endeavor to keep the best interests of the association always at heart. He referred to the satisfaction he experienced at being elected at the close of one century to serve in the beginning of another.

Nominations for first vice-president were then invited, and Arthur C. Searles, of New York, named Thomas Stoddart, of Buffalo. Nominations were then closed, after which, on motion, the secretary was instructed to cast a single vote for his election. Mr. Stoddart also briefly acknowledged the honor.

For the position of second vice-president only one name was presented, that of J. F. Van Nort, of Elmira, and on the motion of C. O. Bigelow, of New York, he was elected by a single affirmative ballot.

Newburgh was complimented by the

election to the third vice-presidency of Clarence Miller, of that city, the efficient secretary of the local Committee on Entertainment.

Another Year of "Toddy."

Nominations for secretary were next in order, and J. A. Lockie seized the opportunity to make his usual nominating speech, for which he declares he is paid at the rate of one cigar a year by Mr. Todd. Mr. Lockie had got fairly well started when he was interrupted in a good-natured way by Mr. Goldmann, of New York, who, when recognized by the chair, said he only wanted to make sure that Mr. Lockie would be allowed to make the nominating speech, earn his cigar, and thus give the association a little more "Toddy" for another year. The name of Frank Richardson, of Albany, was presented by H. Best, of Albany, but Mr. Richardson declined the nomination, and Mr. Todd was re-elected by acclamation. For the office of treasurer Thomas W. Dalton, of Syracuse, was nominated by Chas. B. Sears, of Auburn, and nominations being closed, he was re-elected by one affirmative ballot cast by the secretary.

The Vote for Executive Committee.

The only sign of a contest during the election of officers was over the Executive Committee. For the three places to be filled six names were presented. Arthur C. Searles, of New York, was nominated by George C. Diekman, of New York; Curtis H. Haskins, of Rochester, by C. F. Brown, of Cortland; P. W. Ray, of Brooklyn, by William Muir, of Brooklyn; J. A. Lockie, of Buffalo, by Oscar Goldmann, of New York; C. F. Brown, of Cortland, by E. M. Jewell, of Batavia; Frank Richardson, of Albany, by A. B. Husted, of Albany.

On motion it was decided that the three nominees who should receive the largest number of votes should be declared the members of the committee. The election was by ballot, and at the close the tellers announced the following result: Lockie, 89; Searles, 80; Richardson, 74; Ray, 54; Haskins, 42; Brown, 20; blank, 1. Lockie, Searles and Richardson were then declared to be the choice of the convention, and Mr. Lockie has since been named chairman of the committee.

During the counting of the vote President Muench announced the presence in the hall of regimental hospital steward Sergeant C. O. Douden, of the 47th Regiment, N. G. S. N. Y., now in camp at Peekskill. Sergeant Douden is in line of promotion for the rank of first lieutenant under the law recently enacted, and Sergeant Douden gave an interesting account of the new conditions which would prevail in the National Guard so far as the regimental pharmacists were concerned, when the law became fully operative.

Delegates to the N. A. R. D.

On motion of R. K. Smither, the president was empowered to appoint a delegation of seven members of the association to attend the annual meeting of the National Association of Retail Druggists, to be held in Detroit next September, the expenses of one delegate to be paid by the association, if necessary. This resolution was made mandatory upon the president on the motion of Professor Anderson, of Brooklyn, who asked for the substitution of the

word "shall" for "will" in the text of the resolution.

The committee on place of next annual meeting reported in favor of Buffalo, and before adjournment the Executive Committee was instructed to report at the next sitting on a suitable date for holding the meeting.

FIFTH SESSION.

Friday Morning.

The fifth and closing session of the convention was opened on Friday morning at half-past ten o'clock with retiring President Muench in the chair. The secretary read the minutes of the previous sitting, and Chairman Searles, of the Executive Committee, announced that his committee had been unable to arrange for a date for the next annual meeting, as they desired to consult the wishes of the Buffalo members. It was practically decided, however, to hold the meeting some time during the last week of June and the first week of July, 1901.

Secretary Todd read a telegram from the Pennsylvania Pharmaceutical Association acknowledging the greeting of the New York Association sent at a previous session, and also a telegram from Rochester, announcing the death on June 28th of Frank Hewitt, a former vice-president of the association. On motion the association adjourned as a mark of respect. On reconvening President A. B. Husted presented the annual report of the State Board of Pharmacy, which was received and ordered printed. The same course was taken with the report of the Committee on New Remedies and that of Pharmacy and Queries. Additional new members were elected as follows: Elester A. Swanson, Jamestown, and Luther Hommel, Saugerties.

Resolutions petitioning Congress to repeal the stamp tax on medicines and calling for the appointment of a special committee on the subject of the stamp tax were presented by Caswell A. Mayo, and after being amended on motion of ex-President Muir, so that the resolutions should go to the Committee on Legislation, instead of a special committee, the resolution was adopted.

The session closed with the installation of officers, and the passing of a vote of thanks to the Committee of Arrangements, to the proprietor of the hotel, the authorities of West Point, and all others who had contributed in any way to the success of the meeting.

THE BANQUET.

The seating accommodations in the banquet hall of the Palatine Hotel were severely taxed on Thursday evening, when the annual banquet of the association was given. Landlord Bain had counted upon an attendance of about two hundred and his resources were strained at that, so when nearly 210 guests presented themselves it necessitated a slight rearrangement of plans, but everything went off smoothly and the banquet proved a genuine success.

It was nearly 9 o'clock when the guests sat down to discuss the tempting menu provided. Retiring President William Muench was toastmaster and discharged the pleasing functions of that office with noticeable ability. He had a humorous quip for every speaker and kept the guests in excellent humor during the evening. President-elect Hirseman responded to the first toast, "Our Association," and told of the value of

fellowship and the benefits of organization in an extemporaneous address which was full of good advice and highly appreciated. The next toast, "The Fraternal Idea," brought out a flow of oratory by Newburgh's Demosthenes, Colonel George A. Cantine. Every other sentiment is, according to Colonel Cantine, subordinate to the fraternal idea. History, art, poetry, music, politics, religion—all center around this beautiful and noble sentiment. The dead ashes of fallen heroes and despots are but reminders of this idea, "which originated away back in the nebulous moment of time only to pale in the sublime light of to-day." The Colonel closed his eloquent peroration to "Woman," the undying friend of man and the sole wonder of the world.

Dr. Willis G. Gregory, of Buffalo, responded to the toast, "Pharmacy," and interspersed his address with witty stories and humorous sallies, not to mention some sound advice to the diners to subscribe for and support the drug journals.

Dr. Gregory was followed by Major Wilbur H. Weston, whose subject was "The Man Who Pays the Freight." Many of the members thought this referred to J. P. Jones, of Sharp & Dohme, and there were calls for Jones. Like the accomplished after-dinner speaker he is, Major Weston did not speak to the subject assigned him, but kept the large assemblage convulsed with laughter as he recited story after story having no connection whatever with the toast. "Syd" Carragan was assigned the topic, "The Druggist," and the sentiment accompanying the toast on the list of toasts was "With some sweet oblivious antidote I'll cleanse thy bosom of that perilous stuff." When Mr. Carragan arose he drew a thick manuscript from his inside breast pocket and the "perilous stuff" was fairly exposed to view, though some of the diners were sure it was an expense sheet he was springing on them, and not the instructive and entertaining address which the paper proved to be.

The toast, "Our Commercial Travelers," was assigned to R. K. Smither, who made acknowledgment of the value to the association of the membership represented by the traveling salesmen. He was a little puzzled, however, at his assignment to this toast, saying that he himself was not a good traveling salesman; being a poor judge of whisky and a complete failure at poker. He paid a compliment to the activity shown by the traveling salesmen in matters affecting the welfare of the association, and, touching on their "services" in shaping its policy, cautioned them against being too active in pharmaceutical politics.

It was nearly 2 a.m. before the banquet closed, the final act of Toastmaster Muench being to propose three cheers and a tiger for Isaac C. Chapman and the local Committee on Arrangements, which were given with a will.

One of the enjoyable features of the entertainment programme was a progressive euchre party, held in the parlors of the Palatine on Wednesday evening. There were twenty-three tables and the playing lasted three hours. The winners of the ladies' prizes were as follows: First, a cut glass fruit bowl, Mrs. A. E. Layman, of Newburgh; second, case containing a sterling silver berry spoon and fork, Mrs. F. G. Woolston, of Brooklyn, N. Y.; third, silver

sugar bowl and creamer, Mrs. Dr. Fred J. Burdick, of Syracuse; fourth, fifth and sixth, bottles of perfumery with the compliments of Harry M. Porter, representing Solon Palmer, to Mrs. Charles Ambler, of Sing Sing; Mrs. G. Michaelis, of Albany, and Mrs. Clay W. Holmes, of Elmira. The first prize for gentlemen players, presented by the American Druggist Publishing Company, consisted of a gold badge of the association, bearing a bar with the inscription, "AMERICAN DRUGGIST EUCHE PRIZE, Newburgh, 1900." This was won by Secretary Judson B. Todd, of Ithaca.

During the forenoon of Friday a number of the members met at the bowling rooms of the Newburgh Wheelmen, where a series of games were contested for prizes. The first prize, a cash register, was won by Karl Schnackenberg, of New York.

THE EXHIBITS.

Exhibits were made during the meeting by the Empire State Drug Co., the Mallinckrodt Chemical Works, the Welch Grape Juice Co. and the R. T. Booth Co.

The display of the Empire State Drug Co. was exceptionally fine and attracted a great deal of notice. It included a line of the well-known granular effervescent preparations, such as citrate magnesia, effervescent sodium phosphate, Klansengen, Vichy and hydrobromate caffeine salts, Empire dyspepsia tablets and standard pharmaceutical and semi-proprietary preparations.

The R. T. Booth Co. made a striking display of the various Hyomel preparations, including Hyomel catarrh cure, Hyomel toilet and shaving soaps, etc. The center of the exhibit consisted of a view in an Australian wood clearing showing a grove of eucalyptus trees and the natives gathering the leaves for the manufacture of Hyomel. The exhibit was in charge of Dr. A. J. Trefethan, who decorated every visitor with an imitation blue gum leaf.

Perhaps the most frequently visited exhibit of all was that of the Welch Grape Juice Co., of Westfield, N. Y. It consisted of a fountain of grape juice arranged on a counter, behind which a boy was stationed to dispense the juice free to all who cared to partake of it. The two sides of the stand were filled with pint and quart bottles of the juice, and many of the visitors carried samples away with them. A. L. Wolcott was the host at this exhibit.

The most imposing display from a strictly pharmaceutical standpoint was made by the Mallinckrodt Chemical Works, who showed numerous specimens of C. P. chemicals in large containers. Caffeine was shown in exceptionally large cube form, morphine in small cubes, and various salts in large crystals, besides carbolic acid, chloroform, ether and hydrogen dioxide. The display was in charge of A. C. Robertson.

FIRMS REPRESENTED.

The various wholesale drug houses and firms having direct dealings with the retail drug trade were unusually well represented at the meeting, as the following list will show:

Schiffelin & Co., New York, George E. Burrows, Raymond Foster; H. K. Wampole & Co., Philadelphia, C. M. Ambler; Warner & Co., Philadelphia, S. D. Wadham and C. T. Dill; Sharp & Dohme, Baltimore, John Paul

Jones and H. F. Weston; Seabury & Johnson, George J. Seabury, J. S. Marvin, L. W. De Zeller, G. J. Woolston; Empire State Drug Co., Buffalo, George B. McLeod, Clark Z. Otis, William H. Whitney; Whitall, Tatum & Co., New York, J. H. Stedt, Lesley Fawcett, Frank A. Weed, William F. Rowe; J. M. Maris & Co., Philadelphia, R. E. Service; Mallinckrodt Chemical Works, St. Louis, A. C. Robertson; Bruen, Ritchey & Co., New York, C. E. Closter; Fox, Fuhs & Co., New York, David F. Dodds; Bauer & Black, Chicago, A. Bateman; Solon Palmer, New York, Harry M. Porter; Colgate & Co., New York, F. E. Marvin; Johnson & Johnson, New Brunswick, N. J., L. E. Treat, James H. Rogers and H. P. Snow; Anheuser Busch Brewing Co., St. Louis, J. G. Patton; Lazell, Dalley & Co., New York, B. I. Hicks; Century Perfume Co., New York, H. J. Fernald; Glipin, Langdon & Co., Baltimore, Charles M. Edwards; R. T. Booth Co., Ithaca, N. Y., A. J. Trefethan; Justs Food Co., Syracuse, N. Y., Garrett H. Brown; the Welch Grape Juice Co., Westfield, N. Y., A. L. Wolcott; Keasby & Mattison Co., Ambler, Pa., Dr. Fred R. Burdick; Parke, Davis & Co., Detroit, Mich., S. H. Carragan, Harry T. Thornton, Charles H. Greel, F. P. Tuthill, F. A. Stewart, George W. Lacey, William J. Carr; Hance Bros. & White, Philadelphia, G. F. Whiting, A. B. Mitchell; Manhattan Drug Co., New York, A. Stahl; Youthful Tint Mfg. Co., Rochester, N. Y., R. W. Depew; Dr. B. J. Kay Medical Co., Saratoga Springs, George C. Pratt; John Wyeth & Bro., Philadelphia, R. W. Mitchell; William S. Ferrel Chemical Co., Cincinnati, Prof. M. R. Mandelbaum; Theodore Willich Co., New York, William Gollwitzer.

The New State Board of Pharmacy.

The election at Newburgh of representatives on the State Board of Pharmacy from the middle section completed the membership of the board, which now stands as follows:

EASTERN BRANCH.

George C. Diekman, Borough of Manhattan, New York.
Clarence O. Bigelow, Borough of Manhattan, New York.
Sidney Faber, Borough of Manhattan, New York.
William Muir, Borough of Brooklyn, New York.
A. H. Brundage, Borough of Brooklyn, New York.

MIDDLE BRANCH.

J. C. Smith, Plattsburgh.
Warren L. Bradt, Albany.
George H. Merritt, Newburgh.
Chas. B. Sears, Auburn.
B. M. Hyde, Rochester.

WESTERN BRANCH.

W. G. Gregory, Buffalo.
R. K. Smither, Buffalo.
George Reiman, Buffalo.
E. M. Jewell, Batavia.
A. M. Palmer, Olean.

There were twelve of the fifteen members of the new board in attendance on the meeting of the State Pharmaceutical Association, at Newburgh, last week, and, with a view to furthering the business of forming an organization when the board comes together next January, a quiet meeting was held and some preliminary work done. Committees on Certificates, Publication of the Law, Forms, etc., and Rules and Regulations were appointed, and it was decided to hold another informal meeting of the board at Albany on October 18. The Committee on Form of Certificate consists of Messrs. Diekman, Bigelow, Jewell, Sears and Faber. It is contemplated to publish the chief sections of the law in foreign translation as well as in English for the benefit of foreigners doing business on the East side in New York.

The meeting was presided over by J. C. Smith, of Plattsburgh; Sidney Faber, of New York, acting as secretary. It is already apparent to the members that it was a mistake on the part of the middle section to refuse to re-elect the members of the old board. Especially is

Secretary Dawson needed in the new one. As the general secretary is to be made secretary of his section also, his time will be very fully occupied, and Mr. Dawson was just the man for the place.

MASSACHUSETTS ASSOCIATION.

Boston, June 21.—The 19th annual meeting of the M. S. P. A. closed at Newburyport to-day. The attendance was above the average and the proceedings of interest to those present. The meeting was of three days' duration, and the first session was held in the Corliss Memorial Building on the afternoon of the 19th. President William D. Wheeler, Ph.G., called the session to order, and President James F. Carens, of the Board of Aldermen, welcomed the delegates and gave them the freedom of the city. Vice-President Fred A. Hubbard, of Newton, responded on behalf of the association. President Wheeler then delivered the annual address. A portion of his remarks on the N. A. R. D. follow:

"Now comes before this meeting a most momentous and serious question to all concerned, and this is what stand shall our association take on this matter for the coming year? For on January 1, 1900, an assessment of 50 cents will be due and if we continue in membership each and every one of this association is bound by the agreement entered into by the Executive Board of the N. A. R. D., and what this means as at present outlined by the St. Louis agreement is: First, that we are to buy our goods from only authorized jobbers or, as they are termed, supply houses, while they in turn do what? agree not to sell 'aggressive cutters;' second, that we agree not to substitute our own products, even while we may not happen to keep the article called for.

"Now by this plan we, the retail druggists, remain the under dog, for we are called upon to do the detective work and to substantiate that by having 75 per cent. of the druggists in said community agreeing to the statement that the person or persons complained of are aggressive cutters, and any of us who have had any experience with organizing well know what it means to bring 75 per cent. of the druggists as a unit on a question.

"We also waive all our rights to the extra discount for quantity lots when dealing direct, and in return what do we gain? Nothing approximately more than an organization, and if Massachusetts is any criterion as to numbers, not more than 10 per cent. of the druggists at that.

"I believe the time has come for the retail druggists to make a stand on their own ground and let the manufacturers in whose hands the cut rate evils remedy is, take care of it; we were never in the majority of cases better off than we are to-day, having jobbers who appreciate cash trade to the extent of giving a respectful discount, and with our own preparations, the price of which we can regulate ourselves.

"Then, again, if we are to continue in membership, some action sooner or later must be taken in regard to our finances, which will be inadequate to continue indefinitely with the varied calls necessarily made upon them.

"I would, however, in view of the

assistance which may be received in the efforts to repeal the stamp tax by having a national association at work, even while limited in membership, and in view of the fact that our State was, perhaps, the instigator of concerted action against the cut-rate evil, that we renew our membership for another year."

The recommendations to the president's address were referred to a committee consisting of Messrs. Sawyer, Highley and Kilborn.

Secretary James F. Guerin read his report, which was accepted. Treasurer Thomas B. Nichols' report showed the association to be in good standing with money on hand June 1, 1900, amounting to \$2,136.

Reports of the different committees were then read and accepted. Several letters were read in regard to the duties and requirements of hospital stewards, asking that something might be done to relieve them of some of their burdens, and also to change the name from hospital steward to pharmacist.

The secretary read a communication from the national secretary of the N. A. R. D. in regard to the wholesale jobbers and legalized retailers working together. Accepted and placed on file. William W. Bartlett, Ph.G., committee to collect dues and receive new names, reported that all had paid excepting nine, and that he had received 14 new applications, and had 15 more that were ready to join the association. Report accepted and 24 applications were received.

In the evening Rev. Charles P. Mills delivered an address before the association.

At the first session on the next day the following resolutions, recommended by the Committee on President's Address, were adopted:

That the association continue its membership in the National Association of Retail Druggists; that the United States Government be memorialized, urging the raising of hospital stewards in the army to the rank of commissioned officers; that a committee codify the pharmaceutical laws; that \$100 be appropriated for the legislative committee; that the law be so amended that the State Board can no longer revoke certificates of pharmacy, but may suspend them; that a committee recommend to the Governor a proper person to fill the vacancy in the State Board of Pharmacy in 1901. A committee subsequently reported these names, from which the Governor will probably make a selection for the Board of Pharmacy: George M. Hoyt, of Weymouth; Fred A. Hubbard, of Newton, and Thomas B. Nichols, of Salem.

The following officers were then elected: F. A. Hubbard, of Newton, president; L. G. Heinritz, of Holyoke, W. J. Bullock, of New Bedford, and Charles L. Davis, Ph.G., of Newburyport, vice-presidents; J. F. Guerin, of Worcester, secretary; Thomas B. Nichols, of Worcester, treasurer.

Prof. Julian W. Baird, M.D., and Robert T. Greenleaf, M.D., of the Massachusetts College of Pharmacy, were elected honorary members of the association.

F. T. Drake, Ph.G., read a scientific paper on "Drugs and Chemicals which Vary from the Standard Strength and Purity."

An "experience meeting" followed, the assembly being entertained with reminiscences by Amos K. Tilden, Hon.

C. B. Emerson, Henry M. Whitney, William W. Bartlett, Ph.G., and Samuel A. D. Sheppard, Ph.G.

At the conclusion of the afternoon session the delegates enjoyed a trolley ride to Newbury and Merrimac, and a banquet was served at the Wolfe Tavern in the evening.

On the closing day the delegates journeyed to Salisbury Beach for dinner at the Cushing House. Previous to the banquet the officers elected Wednesday were installed, and President Hubbard announced the committees.

MISSOURI ASSOCIATION.

The twenty-second annual meeting of the Missouri Pharmaceutical Association was held at Pertle Springs, June 12th to 15th inclusive. It was a well attended, harmonious meeting. It is seldom that the entire State is so well represented as was the case at this meeting.

The entertainment features, under Wm. L. Meyer and A. Brandenberger, were conducted satisfactorily to every one present. After the adjournment of the business sessions at 4 p.m. they took charge. There were many valuable and handsome prizes for which all sorts of contests were arranged.

The business and scientific features of the meeting surpassed in importance and interest those of any meeting for several years past.

The President, Dr. H. M. Pettit, called the convention to order at 10 a.m., Tuesday, June 12th.

There was prayer by the Rev. D. E. Bushnell, of Warrensburg, an address of welcome by Col. C. E. Morrow, of Warrensburg, and a response by Prof. Francis Hemm, of the association.

The president in his annual address reviewed trade conditions, legislative matters, etc. He summarized the meetings of the recent U. S. Pharmacopoeial and American Pharmaceutical Association conventions, both of which he had attended. He called special attention to the coming meeting of the A. Ph. A. in St. Louis, September, 1901. Tributes were paid to the deceased members, and especially the late F. W. Sennawald, of St. Louis. The good work of the N. A. R. D. was heartily commended. The president recommended that a member be appointed in each county in the State to report cases of violation of the Pharmacy Law to the Board of Pharmacy. After considerable discussion it was shown that such a procedure would not be practical, as the board is without funds with which to enforce the law.

The annual report of Treasurer Wm. Mittelbach showed a balance of over \$200 on hand, and that the expenses of the association for the past year were a little over \$600, which had already been paid. He read a list of fifty-nine members who had refused to pay their dues for the past three years, and they were subsequently suspended.

As a Committee on Time and Place of Holding the Next Meeting the president appointed the following: J. M. Love, Kansas City; T. A. Moseley, Harrisonville; Ambrose Mueller, Webster Grove; R. B. Kerns, Bunceton, and R. L. Hope, Centrella. After due consideration this committee reported in favor of Pertle Springs some time in June, but the exact date to be decided by the council. This report was adopted.

A communication was read from Dr. Geo. F. Payne, of Atlanta, Ga., chairman of the A. Ph. A. Committee on Status of the Pharmacists in the U. S. Employ, in which he asked this association to put itself on record as desiring a betterment of the condition of these pharmacists. The subject was discussed and, finally, the same resolutions as adopted by the Georgia Association were adopted as the sentiment of this organization. Copies of the new

Epitome of the National Formulary

were distributed among the members for inspection. Prof. Francis Hemm, after calling attention to many of the good features of the work, recommended that the members buy copies of the Epitome and distribute them among their physicians.

Prof. Francis Hemm, chairman of the Committee on Papers and Queries, reported the following contributions to that department:

"Comments on the Assay Processes of the New U. S. Pharmacopoeia, and a few Pharmaceutical Notes and Observations," by Prof. Francis Hemm; "Photography, its Early History and Place in Pharmacy," by Ambrose Mueller; "Hydrargyrum Cum Creta," by Carl G. Hinrichs; "Metal Buttons and the Manufacture of Diamonds," by Dr. J. F. Llewellyn; "Notes on the Coming Revision of the U. S. Pharmacopoeia," by Wm. Mittelbach.

These papers were read and discussed during the meeting and ordered published in the proceedings.

The secretary, Dr. H. M. Whelpley, read his annual report, which showed over three hundred members in good standing on the roll. He recommended that the salary of the secretary be cut down from one hundred to fifty dollars. In explanation for this he pointed out that the N. A. R. D. assessment had been increased and that this association was not in a very flourishing financial condition. That it was necessary to cut down expenses in some way, and this he considered to be about the only way to do so. After considerable discussion this recommendation was accepted and the by-laws so altered.

The secretary read telegrams of greeting from the following State pharmaceutical associations in session at that time: Arkansas, Colorado, Indiana, and Nebraska.

An invitation from the president of the State Normal School, at Warrensburg, to visit that institution, was accepted by many of the members.

The N. A. R. D. assessment of \$129 was approved by the council and ordered paid.

A report from C. F. G. Meyer, of St. Louis, delegate to the Pure Food and Drug Congress at Washington, proved very interesting. He ably reviewed the work of that convention and spoke very favorably of the Brosius Bill.

The question of indorsing the Brosius Bill was here taken up. As there was no copy of the bill at hand and no one present was sufficiently familiar with the text of the proposed law, the members decided not to indorse it. However, a resolution was passed in which the association put itself on record as favoring legislation looking to the elevation of the standard of purity of foods, drugs, etc.

F. E. Holliday, chairman of the N. A. R. D. Executive Committee spoke at length to the association. He reviewed the work of that organization since the first meeting in 1898, and showed what had been accomplished and what diffi-

culties they had encountered. He pointed out the bright future now before them, and how their plans would be put in operation by July 1st.

Secretary A. T. Fleischmann, of the Board of Pharmacy, reported that the board had held five meetings during the past year, at which two hundred and forty-six candidates were examined. Of these one hundred and nine passed. He reported the total income of the board for the year to be a little over six hundred dollars. This was used in paying their expenses, and the small amount left was appropriated as their salary in accordance with the law.

The Committee on Exhibits reported that the following firms were represented at the meeting by displays, samples, etc.:

Hemm & Hoefken Laboratory, St. Louis; the Hallwood Cash Register Co., Dayton, Ohio; the National Cash Register Co.; Hance Bros. & White, Philadelphia; Chicago Label & Box Co.; Mers Capsule Co., Detroit; the Springer Torsion Balance Co., New York City; McCormick & Co., Baltimore; Union Petroleum Co., Philadelphia; Wheelon Co., Sedalia, Mo.; Emerson Drug Co., Baltimore.

As the term of office of A. Brandenberger, of Jefferson City, as a member of the Missouri Board of Pharmacy was about to expire, the question of recommendations for appointment was taken up. Mr. Brandenberger was unanimously nominated and recommended to the Governor for reappointment.

The Election of Officers

was taken up and resulted as follows:

President, Paul L. Hess, Kansas City; first vice-president, L. A. Seitz, St. Louis; second vice-president, Otis W. Smith, Sedalia; third vice-president, St. John Umbright, Liberal; treasurer, Wm. Mittelbach, Boonville; secretary, Dr. H. M. Whelpley, St. Louis; assistant secretary, Ambrose Mueller, Webster Grove; local secretary, F. V. Murray, Warrensburg.

Council: Dr. H. M. Pettit, Carrollton; J. M. Love, Kansas City; C. L. Wright, Webb City; A. Brandenberger, Jefferson City; R. L. Hope, Centralia.

President Hess then announced the following chairmen of the various committees:

Membership and Attendance, F. R. Scharlach, Moberly; Papers and Queries, Francis Hemm, St. Louis; Legislation, J. M. Love, Kansas City; National Formulary, T. L. Crampton, Kansas City; Trade Interests, E. G. Schroers, St. Jo; U. S. Pharmacopoeia, J. F. Liwelllyn, Mexico; Exhibits, Henry Riddel, Kansas City; Deceased Members, P. H. Franklin, Moberly; Drug Adulteration, Ambrose Mueller, Webster Grove; Transportation, H. W. Servant, Sedalia.

The following applicants were elected to membership: C. Loersch, J. C. McKeown, Geo. W. Rockwell, and F. W. Robinson, of Kansas City; J. E. Clark, F. C. Witman, T. B. Montgomery, and J. V. Murray, of Warrensburg; H. W. Servant, Sedalia; J. F. Redmon, Lamonte; S. M. Davis, Clinton; F. A. Brown, West Superior, Wis.; H. C. Werner, Windsor; R. B. Hulen, Centralia; J. W. Smith, Slater; and Dan Wherton, of Center View.

PENNSYLVANIA ASSOCIATION.

The annual meeting of the Pennsylvania Pharmaceutical Association was held at Ebensburg, Pa., during the week of June 28th and it was counted a great success. The papers read were of a most interesting character and had considerable merit. The election resulted in the following selection: President, C. K. Hammond, West Chester; first vice-president, C. B. Lowe, Philadelphia; second vice-president, Chas. T. Griffith,

Johnstown; treasurer, J. L. Lemberger, Lebanon; secretary, Jacob A. Miller, Harrisburg; local secretary, Daniel J. Thomas, Scranton. The following Executive Committee was also elected: Sigmund Heintzsch, Lancaster; Cyrus Jacoby, South Bethlehem, and George A. Gorgas, Harrisburg.

The meeting was fairly well attended, and considering the distance from the cities in the eastern part of the State, it was thought the attendance was very large, there being about 150 members present. Outside of the usual routine of business the annual sports were indulged in.

For the Military Pharmacist.

At the meeting H. F. Byers, of Pottstown, introduced a resolution in regard to the presentation of a bill for amending the military code of the State, which will make a commissioned officer of the hospital steward. The bill is to be drawn on the lines of the one recently passed by the New York Legislature, and the Legislative Committee, of which W. L. Cliffe, of Philadelphia, is chairman, was ordered to prepare and present such a bill at the next session of the Legislature. At the present time the hospital steward in the Pennsylvania militia has no rank above that of a sergeant, and it is the intention to try to have a bill passed which will put him on a par with the staff officer.

Papers Above the Average.

The papers, as a rule, were above the general average. During the last year there has been considerable discussion in relation to the easy manner in which poisonous drugs could be bought, and this question was referred to the committee with power to act. It is understood that a rough draft of a bill to prevent the promiscuous sale of poisonous drugs has already been drawn up. This resolution created considerable discussion, and the consensus of opinion was that something should be done in the matter.

N. A. R. D. Indorned.

Action in reference to the N. A. R. D. in regard to the payment of 50 cents dues was taken and it was agreed that the association should pay these dues for all members who had not contributed to other associations. Several papers were read and adopted, notably one by John F. Patton, who is president of the American Pharmaceutical Association, showing that the association was not in harmony with that part of the proposition in the N. A. R. D. plan upon the question of the dealers not pushing their own articles in competition with the established proprietary articles. Papers of chief interest were one by Professor Remington on "Commercial Education of the Pharmaceutical Student." One by Professor Moerck on "Simple Device for Testing the Volume of Gas in such articles as Sweet Spirits of Nitre and Pyroxide of Hydrogen." Professor Lowe gave an interesting talk on the geographical and physical conditions of South Africa. It was agreed to hold the next meeting at Harvey's Lake, which is situated a few miles above Williamsport. On the last day the members of the association, with their wives, daughters and sweethearts, made a trip to Johnstown. A committee was also appointed to attend the meeting of the N. A. R. D., which is to be held in Detroit in September.

N. A. R. D. Notes.

Chicago, June 23, 1900.

The most recent additions to the membership of the N. A. R. D. are the Fort Wayne (Ind.) Retail Druggists' Association, the Medford (Mass.) Retail Druggists' Association, and the Elmira (N. Y.) Pharmaceutical Association.

Treasurer Heller has received donations from each of the following members of the Pharmaceutical Association of South Carolina: Frank M. Smith, Charleston; W. R. Zemp, Camden; Edward S. Burnham, Charleston, and W. L. De Pass, Camden.

Six State pharmaceutical associations will hold their meetings in July. The dates and places of meetings are as follows: Iowa, 10-12, Clear Lake; Maine, 11-13, Portland; Virginia, 17, Ocean View; Illinois, 17-19, Chicago; Tennessee, 18, Kingston Springs; North Carolina, 18, 19, Wilmington.

The Marshall County, Iowa (Marshalltown), Association have restored prices on proprietaries and other goods, and are jubilant over the return of prosperity.

The Connecticut Pharmaceutical Association at its twenty-fourth annual convention enthusiastically indorsed the N. A. R. D. The sentiment of Capt. J. K. Williams, of Hartford, that "the Connecticut Association is determined to support loyally the National Association in any policy in may adopt," was heartily applauded. The following resolution were adopted:

"Whereas, The N. A. R. D. has satisfactorily demonstrated its ability to advance the business interests of the retail drug trade, and thereby improve its financial condition; therefore it be

"Resolved, That the Connecticut Pharmaceutical Association pledges anew its support of the principles and policies of the N. A. R. D.

"Resolved, That the treasurer of this association is hereby directed to pay to the Treasurer of the N. A. R. D. the amount of the per capita assessment as levied on affiliated bodies for the fiscal year ending December 31, 1900.

"Resolved, That the president of this association be directed to appoint delegates to the annual convention of the N. A. R. D. at Detroit, September 12 to 14, 1900.

"John W. Lowe, Chas. Fleischmer, James Duggan, Committee."

The Treasurer will, it is expected, forward the dues of the Association at once.

E. B. Helmstreet, Secretary of the Wisconsin Board of Pharmacy, writes, with reference to the formation of a number of new county associations in his State, as follows: "It was always my idea that we should have—first, a good State association; secondly, district associations; thirdly, county associations. The county sends delegates to the district associations, and they to the State association. In this way we could draw them all in. Already the work I have done has more than repaid, for as soon as a county society is organized they commence to look out, both to see that the Pharmacy law is enforced and that legitimate prices are maintained. These county societies I have organized myself, and I shall continue the work as far as I can. If there is anything you wish to bring before our State Association at its meeting in September, I will help all I can, as I shall have plenty of time to look after these matters, and my heart is in the work just as much as when I was an officer in the association.

Chairman Thomas Stoddard, of the National Legislative Committee, writes: "I am very grateful to learn that the Chicago druggists are using their best efforts to have Hon. H. S. Boutell returned to Congress. He made a grand plea in our behalf." The committee will take steps to see that the best interests of the N. A. R. D. are cared for when the Ways and Means Committee meets during vacation, as has been authorized by Congress.

The Florida Pharmaceutical Association held no meeting this year, and it has held none for three or four years. The N. A. R. D. has an active subordinate association in Jacksonville, and, using this as a nucleus, the National Association hopes to rehabilitate the Florida Association next year. There is little price-cutting in the State, and the drug trade is in a fairly prosperous condition.

Preparations for entertaining the delegates to the Detroit Convention of the N. A. R. D. are receiving attention. The following, extracted from a letter of Secretary Chas. F. Mann, of the Detroit and Wayne County Retail Druggists' Association, will be

of interest: "Our local association met a week ago to-day, and selected delegates to the N. A. R. D., and also appointed a Committee on Entertainment. Our plans to be offered to you will be about as follows: The D. and W. C. R. D. A. will tender the N. A. R. D. a boat-ride in the afternoon; Messrs. Parke, Davis & Co. will tender a banquet to the N. A. R. D. and the local druggists in the evening. Arrangements will also be made to allow the delegates an opportunity to see P. D. & C.'s laboratory in the afternoon. We would like to work this in on the second day. We don't propose to take "No" for an answer on this question, and hope the Executive Committee can see its way clear to peacefully accept our terms. This I realize takes away from the convention an afternoon and evening, but I guess the work can be so arranged that you may still get through with all of it. We could well take up lots more of your time, but realize that there is not much to spare. I assure you that the delegates will be well pleased with what we can do for them if you will only give us the chance."

The following account of the meeting of the Missouri Pharmaceutical Association held last week was sent by Chairman Holliday, who was present, to the N. A. R. D. Executive Committee: "The Missouri State meeting was the largest and best for several years. They are with us heartily. The council ordered the treasurer to pay the N. A. R. D. dues, and as they have the money in the treasury, it ought to be sent in promptly. Four members were present who attended the St. Louis meeting: Love of Kansas City; Fleischman, of Sedalia; White, of Webb City, and Branderberger, of Jefferson City; and we should have a number of new local organizations as the result of the meeting."

Ex-Secretary Carl Brenner, of the Mahoning Valley, Ohio, Druggists' Association, writes under date of June 13: "Last Thursday our association held a meeting, and we had present with us Organizer E. R. Cooper and Mr. L. C. Hopp, of the Northern Ohio Druggists' Association, also Mr. Harper, of Akron. The meeting was held at Warren, Ohio, and was preceded by a banquet. Our association, both as a body and individually, joined the N. O. D. A. The following officers for the ensuing year were elected by the Mahoning Valley Association: President, C. H. Kranter; Vice-President, D. G. Lewis; Secretary and Treasurer, L. H. Thayer."

Treasurer Heller urges upon the treasurers of the affiliated bodies the necessity of paying the dues of their respective associations with as little delay as possible. The work of the National Executive Committee cannot be carried on either satisfactorily or successfully without adequate funds, and the condition of the treasury should be such at all times that the work of the association can be carefully planned in advance and pushed with resoluteness and vigor. The officers and members of State and local associations should realize that the best evidence they can possibly give of their appreciation of the committee's efforts is the placing in the Treasurer's hands of the means whereby the committee's work may be made effective.

Since the beginning of the year the following State pharmaceutical associations have reaffirmed their loyalty to the National Association: Alabama, Arkansas, Colorado, Connecticut, Delaware, Georgia, Indiana, Kansas, Kentucky, Maryland, Massachusetts, Missouri, Nebraska, Ohio, Oklahoma, Rhode Island and Texas. The action taken at the recent meetings of the Indian Territory and Louisiana associations, respectively, has not been ascertained.

CONNECTICUT NOTES.

Jas. R. Halloran, New Britain, has bought out J. F. Behrens, 365 Main street.

Jas. F. Shannon has opened a drug store at Hawkins and Sixth streets, Derby.

E. S. Dodge, of Boston, has opened the "Housatonic Pharmacy" at Derby, Conn.

Perry N. Holley, of Bristol, has bought a very fine soda fountain from Matthews, of New York, for \$1,200.

The New Britain Druggist Association has elected the following officers for this year: S. P. Storrs, president; Geo. E. Bunney, vice-president; R. B. Bankroft, treasurer; Chas. Scherp, secretary; J. R. Halloran, censor. The organization embraces all the thirteen druggists in that city.

Greater New York.

News of the trade in and About the Five Boroughs—Notes of Personal Interest—Changes and New Stores—Trade Gossip.

August Hahn, of Hahn & Hirsch, 1437 Second avenue, was married last week to a Miss Hess and is now on his wedding trip.

The old established pharmacy of George Freygang, deceased, 249 West Broadway, has passed into the hands of Otto W. Toennis.

R. Burkhart, druggist at Broadway and Greene avenue, Brooklyn, is spending the summer with his family at Far Rockaway.

Charles F. Riker, a druggist, of Piermont, N. Y., has filed a petition in bankruptcy in New York City, with liabilities of \$581 and assets of \$337.

Dr. C. E. Johnson, a well-known pharmacist, of Ft. Antonio, Jamaica, has spent a few days in the city making purchases. He controls a large number of stores on the island.

Henry F. Elsentrager, proprietor of the pharmacy at 1882 Third avenue, sails for Europe on June 28. He will visit his parents in Bremen.

Bert J. Winne, formerly in the employ of W. H. Forr, 1734 Amsterdam avenue, is now at Goldwater's pharmacy, Willis avenue and 138th street, Manhattan.

H. E. Yeomans, graduate Ontario College of Pharmacy, has accepted a position with the pharmacy of Reid & Yeomans, 752 Union street and Sixth avenue, Brooklyn.

Recent visitors to the trade were E. Farrington, Tarrytown, N. Y.; F. N. Mason, Port Jervis, N. Y., and C. W. Snow, of C. W. Snow & Co., Syracuse, N. Y.

Dr. William Muir, of Brooklyn, was one of the mourners at the explosion of Governor Woodruff's Vice-Presidential boom at the Philadelphia Convention.

Invitations are out for the first annual Summer Night's Festival of the employees of Hegeman & Co., No. 196 Broadway, which takes place at Feltman's Ocean Pavilion Wednesday evening, August 1.

George B. Foster's pharmacy at No. 140 Riverdale avenue, Yonkers, was visited by burglars recently, who made away with \$5, all the money that happened to be in the till at the time.

Charles Gletner, a well-known St. Louis pharmacist, was in the city recently en route to Europe. He saw a number of old friends before taking his departure, among others J. Well, the local representative of Max Zeller.

F. A. Lowe, of Lowe Brothers, Central and Cornaga avenues, Far Rockaway, was a visitor to the local market last week. Mr. Lowe is a member of the Manhattan Pharmaceutical Association.

From 60 to 100 baskets of fresh strawberries are used daily in the preparation of the strawberry soda crush, which Reid, Yeomans & Cubit are making a specialty of at their Nassau street store.

The marriage of Abraham Cressy Morrison to Miss Emma Webster Conway was celebrated at Plymouth Church, Brooklyn, on Monday, June 18. Mr. Morrison was formerly connected with Scott & Rowne, and is prominent in the Proprietary Association of America.

The People's Mutual Medical Association of New York City has been incorporated at Albany to carry on a drug and pharmacy business with a capital of \$1,000. The directors are Edward J. Ball, R. H. Jackson and D. A. Trier, New York City.

Henry F. Sasse, who is the proprietor of a prosperous pharmacy at No. 1064 First avenue, will spend his annual vacation in Europe this year in the company of his sister, Miss Sophie Sasse, visiting Sweden and Germany and taking in the Paris Exposition on his way back.

The Drug, Paint, Oil and Chemical Trades Campaign Club, which was active four years ago in the sound money campaign, will re-

organize for the coming campaign, and a meeting of the leaders has been called for Tuesday, July 10, at the offices of Seabury & Johnson, No. 59 Maiden lane.

F. H. Plump, who formerly operated a drug store at Bridge and Concord streets, Brooklyn, has purchased the pharmacy of M. H. Smith, corner Seventy-sixth street and Lexington avenue, Manhattan, forming a co-partnership in the purchase with his former clerk, F. Sinnig.

A swindler has been operating successfully among the drug houses in this city lately on forged orders bearing the name of Walter S. Rockey, who owns drug stores at Nos. 121-123 Columbus avenue, 503 Eighth avenue and 581 Ninth avenue. One firm was swindled out of \$50 worth of drugs.

Those baseball teams in the drug trade that are anxious to gain fame should cross bats with the McKesson & Robbins ball tossers. It is only a week or so ago that the Fulton street hard hitters beat a team from the Kranz Electric Co. by a score of 21 to 18. Captains should send their challenges to S. Costar, of McKesson & Robbins.

T. M. Mooradian, whose discharge from the navy is one of the ornaments of his new store, has opened the "Maine Pharmacy" at the corner of Thirty-second street and Lexington avenue. Mr. Mooradian is a graduate of the Philadelphia College of Pharmacy, and has started out under the most promising auspices.

George J. Seabury abandoned the joys of fishing to participate in the meeting of the New York State Pharmaceutical Association at Newburgh, and the day after his arrival at the hotel the guests were delighted with an addition to the menu, consisting of "black bass à la Seabury." His catch of fish was large enough to afford all the guests of the hotel a choice morsel.

Edward V. Zoeller, a well-known pharmacist of Tarboro, N. C., and president of the North Carolina Board of Pharmacy, sailed on the "Campania" on June 18 for a tour of Europe. Mr. Zoeller is, besides being a thoroughly educated and scientific pharmacist, an expert chemist in cottonseed oil, and is the general manager of a cottonseed oil mill in Tarboro.

The Bristol-Myers Co., of Brooklyn, is the name of a new company recently incorporated at Albany, to manufacture pharmaceutical preparations, surgical dressings and appliances, chemicals and other compounds. The amount of capital stock is 150,000. The directors are George H. Myers, Washington, D. C.; William M. Bristol, Brooklyn, and P. C. J. De Angelis, Utica. The business is well known as a firm.

Three large, handsome windows fronting on Fort Hamilton Parkway, in Brooklyn, are offered manufacturers who wish to make displays of their goods. The owner of the store, Thos. F. A. Kelly, states that this parkway is a very popular thoroughfare for bicyclists and drivers, especially during the summer months, and that any displays made will therefore be seen by a large number of people.

Six young men employed as soda water drawers in Perry's drug store in the World Building went on strike on the 11th inst. for pay for overtime. The strikers said they had gone on strike because Dr. Perry had refused to give them every other Sunday off and pay for overtime. He says that every man has had every Sunday off and has been paid for his overtime; that Carmen has been getting \$14 a week and the rest from \$10 to \$12. Their places have since been filled.

It is an interesting souvenir of the South African war which Col. E. W. Fitch, manager of the New York branch of Parke, Davis & Co., now shows to his friends. The souvenir was sent to the colonel by M. Flak, the London manager. It is a linen handkerchief, on which are photographs of Queen Victoria and Lord Roberts, a map of the South African country, with the progress of the war defined by lines, "Lest We Forget," and Rudyard

Kipling's famous poem, "The Absent-Minded Beggar," with musical accompaniment.

The death is announced of Nicolas Tauszig, druggist, of Long Island City and this borough. Mr. Tauszig died at his home, No. 8 East Eighty-fourth street, on the 12th ult., after a short illness, of heart disease. He was a well-known member of the trade and had been a resident of this country for the last twenty-six years, coming from Hungary, where he was born fifty-two years ago. Mr. Tauszig's first effort was a drug store at Long Island City, and to this he added a store at Second avenue and Fifty-second street, and another at Clinton and Houston streets, this borough.

The group photograph of the traveling salesmen in attendance at the Newburgh meeting of the Pharmaceutical Association turned out remarkably well. Professor Rusby, of the New York College of Pharmacy, was "commandeered" in time to form one of the group, which he did good-naturedly. Professor Rusby has gained the affectionate esteem of a large number of both the traveling salesmen and the members of the association through his easy, democratic ways and agreeable personality. The photograph was made by W. C. Peck, 78 Water street, Newburgh, and extra copies can be obtained on payment of \$1.

The Harper Letter.

On June 4th a letter was received through the mails addressed to the AMERICAN DRUGGIST and signed Geo. H. Harper, 128 E. 123d Street, New York City. A reply to that letter was mailed to the address given on the same day, and on the following day an answer was received.

Copies of this letter were shown several of the druggists interested in its contents, and a fair and reasonably full report of their comments on the letter was published, together with the letter itself in our issue of June 11th. Doubts having been expressed as to the genuineness of the signature to the letter, a reporter was sent to the address given and found that there were three brothers, all drug clerks, named Halper, who lived at that address. One of these was in when the reporter called and denied all knowledge of the letter or of its author. The letter carrier who delivers letters at 128 East 123d Street was interviewed, and, on reference to a memorandum book, stated that letters addressed to Geo. H. Harper, 128 East 123d Street, had been refused at that address subsequent to June 20th, but that he had no record of any such refusal prior to that date. He further stated that, while he had no recollection of having delivered any letter from the American Druggist Publishing Co. addressed to Geo. H. Harper, 128 East 123d Street, he would have delivered any letter so addressed to the Halpers, as the difference of a letter or so in a name—so long as the address was correct—was an error frequently made. Moreover, he knew that the Halpers were drug clerks, and the imprint of the American Druggist Publishing Co. on the envelope would have confirmed him in the supposition that the difference in the spelling was a mere clerical error. When Mr. Halper was asked to explain the fact that a letter had been received and answered from his address, he suggested that some one must have been expecting an answer, and, waiting in the hall, taken it from the letter carrier.

In the circumstances we are forced to conclude that we have been imposed upon and to our regret led into the publication of an anonymous communication. We have, however, placed the matter in the hands of the U. S. Post Office inspectors for investigation.

WESTERN NEW YORK.

The Annual Outing.

ORGANIZING THE NEW STATE BOARD.

Board Reorganized.

Buffalo, July 3.—The Erie County Board of Pharmacy has reorganized, with R. K. Smither, chairman, and George Reimann, secretary; the new member, A. J. Keller, qualifying in place of J. L. Perkins, whose term of office had expired. The division of the board into examiners was made by the following assignments of subject: Materia medica and botany, Smither; reading and dispensing prescriptions, Lockie; toxicology, McEachren; chemistry, Keller; pharmacy, Reimann. The following licenses were issued: Pharmacy, to H. A. Kendall, on Buffalo College of Pharmacy diploma; Herman A. J. Westphal, on New York College of Pharmacy diploma; Edward M. Cummings, on Buffalo College of Pharmacy diploma; assistant, Chester A. Leighton and Ella A. Lock, by examination.

Destroyed by Fire.

The late fire that destroyed the business part of the village of Moscow, near Mount Morris, completely wiped out the fine drug store of Bottsford & Curtis, who lose about \$10,000 altogether, there being a grocery department in connection. There was a fair amount of insurance. It is expected that the store will be rebuilt.

The Annual Outing.

The annual outing of the Buffalo druggists will take place on July 11th at the usual place, Edgewater, on the American side of Grand Island, on Niagara River. There will be the usual barge and consort to carry the people down the river, the usual minstrel troupe for music, the usual clambake, ball game and dancing at the resort, which is quite away from the line of summer travel generally. Most of the druggists are pleased to repeat the regulation outing year after year, though some are sighing for a change.

A Chemists' Club.

The analytical chemists of Buffalo and vicinity on June 29th organized what is to be called the Buffalo Chemical Club, with the following officers: President, Dr. Herbert M. Hill; vice-president, Edgar B. Stevens; secretary, Dr. John A. Miller; treasurer, C. R. Hugo Schoellkopf; Executive Committee, the officers and Albert P. Sy, Dr. Thomas B. Carpenter and Louis Dodd. Dr. Hill is the city chemist and the chemist of the University of Buffalo, and the other members, to the number of 20 so far, are connected with the numerous establishments of the vicinity which require a chemist. Especially have the new manufactories at Niagara Falls given positions to men educated in this special line, and it is found by making a canvass that there are about 60 who are eligible to membership in a club of this sort. The object of the society is social as well as educational. No general rallying point has ever been presented before, and it appears that the idea is going to be popular.

MASSACHUSETTS.

"Brandy Drops" Make Trouble.

The Board of Pharmacy.

Boston, July 2.—The Board of Registration in Pharmacy held meetings for examination on the 25th, 26th and 27th of June. Forty-eight candidates were examined, and the following were granted certificates: Louis A. O. Goddu of Winchester; Orville H. Dow and George A. Miller, of Boston; Peter J. Moran, of Clinton; Frank E. Wood, of New Bedford; James T. Carter, of East Weymouth, and J. Searle Holland, of Charlestown. Messrs. Goddu and Moran were members of the class of 1900, M. C. P., and Mr. Miller is a senior student at the same institution. The board will not hold another examination until September. In view of the action of the M. S. P. A., concerning the revocation of certificates by the board, it is interesting to note that since 1893, when the law was passed, only twenty-seven certificates have been revoked. This gives an average of about four revocations per year. The board now carries upon its books 3,943 registered certificates, but many of the druggists to whom certificates were issued are now dead. A member of the board estimates the number of deceased druggists since the law was passed at 500.

Several dealers in brandy drops in different parts of the State have been in the courts recently. The State Board of Health is responsible for this state of affairs, the several sales, so it is alleged, having been made to minors who act as agents of the board. Druggists and confectioners have felt the hand of the law in this matter. The first complaints were issued from the Malden court, and it is anticipated that one of them will develop into a test case. Like complaints are to be heard by the court in Clinton. The allegation in this latter instance is "selling to minors candy containing an unlawful quantity of alcohol." Albert E. Beach, of Clinton, has also been complained of by the Board of Health for the unlawful sale of adulterated drugs.

In the Plymouth Superior Court an "extract of malt" case was recently tried and the outcome will be of interest to druggists. The defendant was accused of keeping intoxicating liquor, with intent to sell. The defense claimed that the extract was a medicine and could not properly be classed as a beverage. The jury disagreed.

HUB PENCILINGS.

G. W. Cobb, of East Boston, has been in Maine for some days, where he was called by the illness of his daughter.

Henry O. Nute, a druggist of this city, was one of the principal witnesses at the recent hearings at the State House in the effort to obtain delivery of 5-cent pieces of ice by the ice companies operating in this city.

At a murder trial now going on in this city Alfred W. Tilton, of 11 Parmenter street, is serving as one of the jurors. Charles A. Papanti, a clerk at 177 Northampton street, was summoned as a juror, but he was challenged by the prisoner.

Two M. C. P. Ph.Gs. were graduated last week from the Harvard Medical School cum laude. They were Walter T. Burke, '91, and Howard E. Smith, '95. Dr. Smith was assistant in materia medica and pharmacognosy at the M. C. P. for several years, but at the present time he has an appointment at the City Hospital.

PENNSYLVANIA.

State Meeting Well Attended.

Business Quiet—Green's Soda Apparatus Factory Burned.

Philadelphia, July 5.—During the last week there has been a falling off in the amount of business done by the retail druggists, as many of their customers have gone away for the summer. The stores in the center part of the city, however, have been doing a rushing business while the warm weather lasted and there has been a big demand for soda water and other refreshing drinks.

Many local druggists attended the meeting of the Pennsylvania Pharmaceutical Association at Ebensburg, a full account of which is published in another column.

Green's Soda Apparatus Factory Burned.

The four-story factory occupied by Robert M. Green & Sons, manufacturers of soda water fountains, at 1413-1419 Vine Street, was almost destroyed by fire about two o'clock on the morning of June 28. The upper floors of the building were completely gutted and the entire stock was destroyed by flames and water, entailing a loss estimated at \$60,000. Fifty men are thrown out of employment. The origin of the fire has not been definitely ascertained. From the appearance of the ruins it seems to have started from a mass of rubbish piled in a sort of false floor between the second and third floors. From there the flames traveled to the elevator shaft, spreading along the third and fourth floors with great rapidity. The fire was discovered by John Nagle, a private watchman, who, about 1.40 o'clock noticed smoke and flames pouring from a third story window in the west of the building. He rang an alarm immediately, but before the engines arrived the entire upper part of the structure was in flames. A second alarm was sounded soon afterward. The firemen worked assiduously for nearly two hours before the fire was brought under control. The new fireproof annex in the rear of the factory was damaged, but was saved from total destruction only by the prompt work of the fire companies. The Green factory was an old fashioned four-story brick building with a frontage of seventy-six feet on Vine Street. The floors and shafts were made of wood and offered good tinder for the flames. In the rear of the old building there is a modern building used as a warehouse. The stock stored there was damaged by water. Speaking of the fire, Robert M. Green, senior member of the firm, said: "It is impossible to tell accurately how much the loss is, but it is likely to amount to \$60,000, and perhaps more. Much of the destroyed stock consisted of expensive marbles and onyx. We employed about fifty men, who will, of course, be out of work until we can find a place to continue business. Our loss is covered by insurance."

A Philadelphia Druggist Drowned.

The death struggles in the surf at Atlantic City of Howard P. Balliett, a young druggist having a place of business at Sixteenth and Brown streets, this city, on June 25, were witnessed by a thousand or more people. They were helpless to render any assistance

to the drowning man and stood fascinated as he was drawn down to his death. Ten feet from him, madly struggling for her life, was Miss Sadie Decker, who had entered the water in company with Mr. Balliett but a half hour before. Life Guards Jefferies and Parker saw the peril of the bathers, and with lifelines began their race against death, and caught her as she was about to sink from exhaustion. Placing the buoy about her form, Life Guard Slavin, with a number of other willing hands on the shore, drew her safely in. Interest then centered upon the rescue of Mr. Balliett. Guard Parker got within speaking distance of the battling bather and spoke words of encouragement to him. With a few strokes he would have been at his side. However, before he could grasp the man, he suddenly and without apparent cause disappeared. The guard was surprised and waited for Mr. Balliett's reappearance. Not coming to the surface, Parker dived several times in the hope of being able to find the body. His efforts were futile and he reluctantly abandoned the search. Three-quarters of an hour later the body was dragged from the surf near the place of drowning. Mr. Balliett was born in Bethlehem, Pa., and was the brother of Mrs. D. G. Kocher, whose husband owns the drug store at 1021 Girard avenue.

The Mulford Outing.

One of the most significant signs of the times, in the industrial world, is the growing consideration of capital for the interests of labor and the growing consideration of labor for the interests of capital. While the laborer is worthy of his hire, the hirer is entitled to receive the very best service the laborer can give. In other words, the interests of labor and capital are interdependent; whatever affects the value of the one instinctively affects the value of the other. In a broad sense there is no distinction between the labor of labor and the labor of capital. Both are laborers and both entitled to equal rights, but both must work for the good of each or both must suffer.

In line with these advanced ideas it is pleasing to report that an annual picnic of the employees of the H. K. Mulford Company was held on Saturday, June 23d, 1900, at the extensive and beautiful Vaccine Farm of the company at Glenolden, Pa., the invitation being extended by the H. K. Mulford Company. Upward of 300 left Broad St. Station in the morning upon a special train. The events of the day comprised out of door sports such as quoits, croquet, rope jumping, swinging, tether ball, football, battledoor and shuttlecock, bean bags and dancing. This was followed by luncheon, and the afternoon was given over to special events, such as high kicking, running broad jump, 100 yard dash, 250 yard dash, jack o' lantern rush, potato scramble and bicycle races. Handsome prizes were given the girl contestants.

The exciting event of the day, however, was the baseball game between the two rival teams of the employees, the Nonpareil and the Resolute. The teams were:

NONPAREIL.

Thomas Stone, C.
William F. Stevenson, P.
William Bond, 1st B.
Morris Josephson, 2d B.
Harry Kirkbride, 3d B.
Albert H. Johnson, S. B.

William C. MacDole, R. F.
James H. Cotton, L. F.
Benjamin P. Duffield, C. F.

RESOLUTE.

P. Young, C.
J. Vogt, P.
C. E. Hayward, 1st B.
C. O. Elgin, 2d B.
A. F. Garton, 3d B.
L. P. Faucett, S. S.
J. F. Lenny, L. F.
J. Wright, C. F.
H. A. Fenner, R. F.
Edward Prat, Mascot.
W. G. Tyson, Umpire.

The Resolutes won; score, 12 to 7, and were presented with a beautiful solid silver loving cup, to be kept and competed for year by year, by succeeding rival teams. After the game supper was served and return was made to the city in the evening, thus ending as some of the more enthusiastic ones expressed it, "the jolliest and happiest picnic, and the best humored crowd of people we ever met."

CINCINNATI NOTES.

Max Fuchs has landed safely in Europe. Dr. Este Wetherhaed has been in Atlantic City.

George Kyllus has returned from White Sulphur Springs.

Heberhart & Son, of Madison, Ind., have dissolved partnership.

Leo Fife has opened a swell pharmacy at Richmond, Ind.

Peter Herman recently sold his Price Hill store to F. B. Block.

Dome Smith, formerly with J. P. Morton, of Louisville, has joined the traveling force of the Stein, Vogeler Drug Co.

The Vine street pharmacy of Dr. George F. Hermann on Vine street opposite Heuck's Opera House, has been closed.

G. W. Norman, of Bloomington, Ind., has sold out his store to the Wiles Drug Company. He expects to practice medicine.

Theodore Pellens, of Seymour, Ind., has returned from a protracted visit to Hot Springs much improved in health.

C. B. Miller, the well-known pharmacist of Lawrenceburg, Ind., has blossomed out as a baseball and theatrical manager.

J. G. Moore, the popular druggist of Madison, Ind., who has been ill for some time, is again able to attend to business.

Matthew M. Yorston, one of the most popular men ever connected with the drug trade in Cincinnati, is rapidly recovering his health.

W. J. Ewing, the well-known druggist of Dillsboro, Ind., is the publisher of a sparkling little weekly paper. It contains four newsy pages.

J. P. Hemphill, the clever young pharmacist of Elsie Sun, Ind., was in Cincinnati recently on a visit to his parents and many friends.

G. R. Kemper stopped in the city the other day en route from Osgood, Ind., to Glasgow, Ky., where he has a host of relatives and friends.

Fred Boettling, the hustling young druggist of Huntington, W. Va., has remodeled his store and put in a nice new soda fountain of modern make.

Col. George Budde, the popular manager of the sundry department of the Stein, Vogeler Drug Company, had a great time at Glenn Springs and shook hands with his many friends in attendance at the Kentucky State Pharmaceutical Association meeting.

The following letter was addressed to all retailers of Cincinnati and vicinity, and has caused much gratification among the members of the Hamilton County Druggists' Association. It proves that the local organizations are being rewarded for their efforts to establish prices in this city. It is hoped that the other jobbers here will assume the same stand and help eradicate the cut-rate system. The letter is as follows: Cincinnati, May 31, 1900.—We beg to advise that the policy of our firm in future will be to sell no druggist that makes a feature of advertising "cut rates." We will consider a newspaper advertisement or a sign on the premises as a sufficient reason to decline business. We will consider it a favor if we should through oversight sell any who openly advertise if the matter is brought to our attention. Lloyd Brothers.

ILLINOIS.

Slot Directories Ordered.

BOARD CENSURES JOBBERS FOR RETAILING.

A Northern Illinois Association.

Chicago, July 3.—The spirit of organization has spread from Chicago to the surrounding counties, and, as a result, the Northern Illinois Druggist Association is about to be formed. This will be composed of druggists in the 20 northern counties of this State. The counties follow: Lake, McHenry, Henry, Boone, Winnebago, Stevenson, Jo Daviess, Carroll, Whiteside, Ogle, De Kalb, Kane, Will, Du Page, Kendall, Brundy, La Salle, Bureau, Rock Island and Cook county, outside of Chicago. There are about 500 drug stores in this territory, and it is expected that the greater majority will join the association. The movement originated in Joliet. The meeting is to take place in Chicago, July 16. It is called by the Will County Pharmaceutical Association. The officers of this organization are: H. A. Stillman, president; John F. Bray, vice-president; N. J. Horn, secretary and treasurer. The Executive Committee consists of the following: John L. Carlson, A. W. Flexer and W. C. Holzhauser. The Joliet men are deeply in earnest. They claim that the association is for mutual protection and benefit. They want to get into a position to secure better treatment from manufacturers. The Joliet men will bring to the meeting a constitution and by-laws which they will submit to the druggists for approval. The association aims to benefit the drug trade throughout Northern Illinois, who are feeling the effects of department stores. Many of the druggists have cutters in their own towns. It is expected that they finally will become a component part of the National Association of Retail Druggists.

Slot Directories Approved.

It has finally been decided by the Chicago Directory Company to adopt the slot machine device in Chicago. Fifty machines will be installed in drug stores as soon as they can be secured from the manufacturers. The plan appears to be satisfactory to the majority of the druggists, although some few are holding out against it.

Board Censures Jobbers for Retailing.

At the recent meeting of the State board the following was submitted by Mr. Bodemann: Report of Committee on Complaints and Prosecutions.—In several prosecutions we had the opportunity to see letters from the jobbers who had sold patent medicines to non-druggists for retail purposes, informing the retailers that no legal restriction could hinder them from retailing these medicines. I would recommend to address a circular letter to all wholesale druggists, and such other wholesale merchants who handle patent medicines in this State, asking them not to get their customers into trouble. Jobbers should not sell medicines to consumers, for business politics, and should not sell medicines to non-druggists, who, in turn, want to sell them for the very reason that the retailing of medicines

by non-druggists is prohibited by the Pharmacy Act in Illinois.

CHICAGO NOTES.

Druggists' special taxes, as retail liquor dealers, are due. Collector Coyne has sent notices to all druggists.

Wm. H. Stols, at Thirty-first street and Michigan avenue, recently received his final discharge in bankruptcy.

Louis F. Stuebe, secretary of the V. C. Pharmaceutical Association, and A. Bower, both of Danville, Ill., were in Chicago recently.

J. C. Borchardt, one of the old-time druggists of Chicago, has sold out his store at 735 West Madison street to Thos. B. Jacobs. Mr. Borchardt has become well known as a manufacturer.

John T. Plummer, formerly treasurer of Morrison, Plummer & Co., was in town recently. He is building one cars in Denver and is prospering. He went West for his wife's health and remained there.

The West Adams Street Pharmacy is the sign over the door at the corner of West Adams street and Western avenue. The pharmacy is modern in every respect and a big improvement over the store that was formerly at this stand.

Harry Coulson has accepted a position as manager of the W. R. Dickinson drug store, Lead City, S. D. He has been with the wholesale house of Robert Stevenson & Co. for a year. He learned the business with his father at Buffalo, N. Y.

Mrs. Frederick Humiston, wife of the head of the wholesale drug firm of Humiston, Keeling & Co., died on the 29th ult., at St. Johnland Hospital, L. I., N. Y., of pantoitis. She was at Stony Brook, L. I., on a visit to her sister, Mrs. Emmet Carrigan, when she was taken suddenly ill. She was a daughter of Judge Charles R. Foster, of Denver, Col.

E. C. De Witt, of the firm that bears his name, has just returned from a trip of the Mediterranean which lasted for three months. He reports the outlook for proprietary remedies in that locality as very poor. He says the druggists are a shiftless, lazy class there and very poor business men. Mr. De Witt is the first vice-president of the Proprietary Association.

Manager R. H. Smith, of the Chicago Directory Company, says: "We are doing our best to emancipate druggists, but the druggists don't seem to understand our efforts any better than they seem to understand the telephone company's efforts to put in slot machines. It is probable a slot machine will be introduced, but we can't tell what part of the profits will go to the druggists as yet."

WESTERN NOTES.

Garden & Minor, of Belmont, Wis., have dissolved partnership, O. E. Minor succeeding to the business.

Wm. A. Garden has begun to manufacture medicine at Sioux City, Iowa.

Gilmore & Fisher have secured the business of Palmer & Fisher at Fisher, Ill.

R. B. Caine & Co., of Estherville, Iowa, have been succeeded by Cain Bros.

R. B. Cain & Co., of Estherville, Iowa, have sold out to De Fard & Marshall.

The sign of P. H. Bell & Co. has replaced that of P. H. Bell at Van Horn, Iowa.

R. C. Stout, at Mt. Carroll, Ill., has disposed of his store to Fidler & Stout.

The H. C. Ady Drug Co. has bought out Ladage & Co., of Grundy Center, Iowa.

H. S. Mulvey, of Loyal, Wis., has transferred his business to Esselman & Pickel.

G. E. Joslin & Co. have succeeded the Taylor Gardner Drug Co. at Nora Springs, Iowa.

Missouri Board Meets.

The Board of Pharmacy of Missouri held a meeting at Sedalia, Mo., on Monday, June 11th. Thirty-one applicants were examined, seventeen of whom passed, as follows:

George F. Ballew, Hale; Guy Bolton, Clinton; W. M. Bunch, Brookfield; Roy Cable, Kansas City; J. U. De Golla, Gilmore City; Stewart C. Edle, Kansas City; J. S. English,

Paris; A. V. Fore, Brookfield; Emmett Harrah, Kansas City; C. D. Hunter, Versailles; J. M. Jackson, Appleton City; J. L. Kautzman, Sedalia; C. E. Kummacher, St. Louis; W. W. Martin, Doniphan; G. A. Pel-sue, Searcoie; N. G. Witcher, Sweet Springs; R. C. Walsh, St. Louis.

The next meeting will be held in Liederkranz Hall, Thirteenth and Chatham Avenues, St. Louis, Monday, October 8th, 1900. For further information address Aug. T. Fleischmann, secretary.

ST. LOUIS NEWS.

Gus Ludwigs opened his drug store in East St. Louis on July 1.

Wm. Grebe opened his new drug store in East St. Louis on July 1.

Louis Lehmann, druggist at Jefferson and Washington avenues, has gone East on an extended trip.

J. J. Hoelecher has purchased the Kings Highway Pharmacy, at Kings Highway and Suburban road.

Dr. F. L. James, editor of the "National Druggist," has gone down to spend the summer on the Gulf.

Ferd. Christman, formerly of Noll & Christman, has purchased the Brockmueller Drug Store, on Delmar avenue.

Theo. F. Fienup, for many years clerk for Judge & Dolph, has purchased the old Iron Mountain Drug Store at 1401 S. Broadway.

The Wagner Place Pharmacy, Easton avenue and Wagoner place, R. E. Schau, proprietor, has just secured a sub-station post office.

C. C. May, 3841 Lucas Avenue, left with his family for Europe on May 28. While away his store will be in charge of J. H. Schriest.

Carl F. G. Meyer, son of President C. F. G. Meyer, of the Meyer Bros. Drug Co., was recently married to Miss Eleanor Newell, of this city.

Wm. Bryant, for some time chief clerk at Bernius' Pharmacy, 5800 Easton avenue, has purchased the drug store at 1401 Belt avenue from L. C. Haagen.

J. J. Weingaertner, a prominent druggist of Belleville, Ill., passed through this city a few days ago on his way to Old Mexico, where he will spend the summer.

R. L. Mueller has purchased the Bade Drug Store at Twenty-second street and Gravois avenue. Mr. Bade will go to the country to recuperate his health.

Chas. W. Hahn, proprietor of the drug store at Twenty-third and Salisbury streets, has just returned with his family from an extended trip through Canada.

Conrad F. Duewel, a well-known south side drug clerk, died very suddenly of heart disease on June 15. He was clerking for O. F. Heltmeyer at the time, and died behind the prescription counter while at work.

Emile Foelling, a well-known local drug clerk, has been appointed druggist at the O'Fallon Dispensary. This is considered one of the most desirable positions in the city. The place was formerly held by Mr. J. Maserang, who resigns to accept a position as chemist for the Wetmore Tobacco Co.

Henry Braun, Jr., son of the old-time local druggist, has been seriously ill in a Philadelphia hospital. He was taken with some intestinal trouble while returning with the Turners from the Eastern tournament, where he took a prominent part.

Tony Vinke, a well-known St. Charles, Mo., druggist, spent a day in this city on his way to Europe. He had engaged passage on one of the ill-fated vessels of the North German Lloyd line, but was not on the boat at the time of the fire. A peculiar coincidence is that Mr. Vinke's brother was drowned during the "Elbe" disaster a few years ago.

A. H. Bartmer, a former local druggist who has been in California for the past year, has returned and purchased the drug store at Grand and Franklin avenues from Mr. E. H. Koerberlin. A few years ago Mr. Koerberlin sold his store on S. Broadway and started for the gold fields of the West, but only succeeded in getting as far as Grand avenue. He will now make another effort, this time toward Cape Nome. Some of his friends expect to hear of his locating in Kirkwood or some other suburban town this time.

The Drug and Chemical Market.

Review of the Wholesale Drug Trade.

It should be understood that the prices quoted in this report are strictly those current in the wholesale market, and that higher prices are paid for retail lots. The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

New York, July 7, 1900.

THE quieter tone which has prevailed for some time past in the market for drugs, dyestuffs and chemicals is still noticeable and the general situation has undergone little change. Lower prices continue to develop as a natural reaction from the conditions which marked the close of the past year. There has been a shrinkage in the volume of business as compared with the transactions of the corresponding period of the previous month, but this condition is not unusual and is, in fact, normally observed at the beginning of the vacation season, when trade naturally becomes inactive and the general demand slow. Regarding values the usual seasonal price fluctuations are to be noted, and while advances have taken place in many of the leading staples of Chinese origin, such as musk, rhubarb, anise and cinnamon, numerous changes of a contrary character are reported as shown in the following table:

HIGHER.	LOWER.
Thymol,	Buchu leaves,
Oil anise,	Oil citronella,
Star anise seed,	Cascara sagrada,
Nutgalls,	Soap bark,
Rhubarb,	Senega root salicine,
Musk,	Golden seal root,
Oil cassia,	Salol,
Oil cubebs,	Salicylic acid.
Creosote, beechwood,	
Cubeb berries,	
Beeswax,	
Cuttle bone,	
Gelatin,	
Nitrate silver,	
Opium,	
Menthol.	

DRUGS.

Alcohol continues to find steady inquiry and the market is well sustained at distillers' prices, or, say, \$2.37 to \$2.39, as to quantity, for grain and 75c for 95 per cent. wood.

Arnica flowers are somewhat neglected at the moment and the limited requirements of the trade are being met at the range of 8½c to 9½c, as to quantity and quality.

Balsams are without special variation and the market is quiet. We hear of sales of Central American Copaiba at 34c to 36c and Para at 40c to 42c; Tolu is jobbing fairly at 28c to 31c, while Peru is weak at \$1.25 to \$1.30. Canada and Oregon fir are maintained at \$2.10 to \$2.25 and 80c to 90c, respectively, but the demand is inactive.

Bark, Cascara is offered more freely with the receipt of the new crop and purchases are making at 5c to 6c.

Buchu leaves are inactive and the tendency is still in buyers' favor, though a firmer feeling is becoming manifest. Quoted 12c to 15c for short.

Cantharides are in limited stock and under good control, with Russian quoted 50c to 55c and Chinese 45c to 50c.

Cassia buds are not taken with any spirit and quotations are largely nominal at 24c to 25c, as to quality.

Cinchonidine is less freely inquired for, but manufacturers and jobbers are demanding full recent prices.

Coca leaves are reported higher at primary sources, and the limited stock in this market is held at 20c to 22c for Truxillo and 32c to 34c for Huanuco.

Cocaine is reported in active demand, most of the inquiry coming from the consuming trade, who pay \$4.75 to \$4.95 for bulk.

Cod liver oil is experiencing the usual summer dullness, but reports from primary sources lend strength to the market. The statistical situation in Norway is exceedingly strong and it is expected that higher prices will yet prevail.

Colocynth apples continue to offer at 40c to 42c for prime Trieste and 42c to 45c for selected, but the trade requirements are small at the moment and we hear of no transactions of any size.

Creosote is higher, manufacturers having advanced their prices to 95c to \$1, as to quantity.

Cubeb berries are held at full recent prices, showing an advance over previous quotations; 9c to 12c is quoted as acceptable for XX and 8c for ordinary. The available stock is small and closely concentrated.

Cuttlefish bone is inquired for, but the stock in importers' hands is small and prices have been advanced to 20c to 23c. Jewellers' grade is equally firm and held at 33c to 65c for small and prime quality, respectively.

Ergot meets with little or no attention, but the position of the article has not changed to any extent, though German offers a trifle more freely and is obtainable at 50c to 55c. The stock is reported exhausted at Hamburg.

Guarana continues in good request and the limited available supply is held at an advance, or, say, 42½c to 45c.

Haarlem oil is selling quite freely in a jobbing way at \$2.18 for skin covered bottles, stamps included.

Lycopodium is in limited supply and prices are ruling firm at the range of

55c to 57c for ordinary and 57c to 60c for Politz.

Menthol is scarce and the tone of the market is decidedly firm, most holders asking \$2.60 to \$2.65, though a shade less would be accepted on a firm bid.

Musk is firmer and quoted at an advance in sympathy with most other Chinese products. Best Tonking is now quoted at \$10 to \$14, as to quality, an advance of \$2 per ounce.

Opium is weaker, in sympathy with the primary markets, and the spot quotation for single cases is \$3.07, with offerings of new crop for shipment being made at \$3.02½. Powdered is steady at \$3.85 to \$4.20, as to quantity and quality.

Quinine is in slightly improved position, owing to recent heavy purchases on Government account. The bulk of recent transactions has been of a jobbing character, inquiry from pill manufacturers having practically ceased during the past few days. Such sales as come to the surface are making at 31c for both domestic and foreign.

Rhubarb continues in firm position, in view of the prevailing condition of affairs in China, and recent large sales have been at a 10 per cent. advance.

Salicylic acid is quoted lower by the agents of foreign manufacturers, 45c per lb. being named for bulk. Lots in second hands continue to offer at a few cents below manufacturers' quotations.

Salol has declined to \$2.50 to \$2.75 per pound for bulk. The revision in prices come from manufacturers, who quote as follows on ounces: Ounce bottles, on 100-ounce lots, at 22c; 50-ounce, 23c; 25-ounce, 24c, and smaller quantities, 27c.

Thymol has been advanced to \$3.25 to \$3.50 owing to increased scarcity and cost of raw material.

Vanilla beans are without new or interesting feature. Stocks of bourbon are light at primary sources and the statistical position of this variety of bean favors holders. We quote whole Mexican at \$9.00 to \$12.50; cut, \$7.75 to \$8.00; Bourbon, \$4.00 to \$7.50.

DYESTUFFS.

Cochineal is meeting with moderate attention, with the current sales within the range of 22c to 23c for silver, tene-riffe, and black 21c to 24c.

Cutch is maintained at 4½c to 5½c for mat, and 7½c to 8c for refined in boxes.

Gambier is tending upward and recent sales have been at a slight advance over previous quotations, 3½c to 3¾c being named for ordinary and 5¼ to 6½c for cube, as to quality.

Nutgalls have exhibited some action during the fortnight and there has been a steady, good inquiry for both Chinese and blue Aleppo. The limited available supply, coupled with increased demand, has sent up prices, as blue Aleppo is now quoted 23½c to 24c.

Sumac has been irregular and unsettled owing to competition on the part of holders and limited demand; sales of Sicily at \$52.50 to \$55.00, and Virginia, \$40.00 to \$45.00.

Turmeric is slow of sale, but values are well maintained in the face of a slight scarcity at 4½c to 6c.

CHEMICALS.

Alum is maintained steadily, with sales at manufacturers' quotations of \$1.75 to \$1.85 for lump, and \$1.85 to \$1.95 for ground, and \$3.00 to \$4.00 for powdered.

Arsenic, white, is steady and in fair demand, with sales of leading brands at 4½c. to 5c. Red is without special change, being quoted nominally 7½c to 7¾c.

Bleaching powder is in lessened demand, but prices are as yet unaffected, current transactions being at 2c to 2½c for U. A. Co., and 1½c to 2c for other brands.

Blue vitriol is passing out to consumers in small lots at slightly easier values, or say 5½c to 5¾c.

Boric acid is moving out steadily into channels of consumption and prices are well maintained at the range of 10½c to 11c for crystals and 11c to 11½c for powdered.

Brimstone, crude seconds, is dull and holders quote \$21.25 to \$21.50, with forward shipments offered at \$21.00.

Carbolic acid has not changed in price since our last, and the tone of the market is firm at our quotations.

Citric acid continues in good seasonable demand, with sales at 40c to 40½c for kegs and barrels.

Cream tartar is selling in moderate quantities at manufacturers' prices, or say 28½c to 28¾c, as to quantity.

Nitrate of silver has advanced to 40c to 41½c in sympathy with the higher range for bullion. The inside figure is for lots of 1,000 ounces.

Quicksilver is lower in the face of competition among outside holders, 67½c to 68c being now named.

Tartaric acid continues to offer and sales are making at the range of 32c to 32½c, as to quantity.

ESSENTIAL OILS.

Anise is firmer under the influence of improved demand and higher cables from London. After advancing to \$1.60, with sales at this figure, prices continued to soar, and holders now offer sparingly at \$1.70 to \$1.80.

Cassia has moved into stronger position in line with other Chinese products and \$1.00 to \$1.05 is now required for the various grades. Sellers and buyers are still apart in their views and business is consequently somewhat restricted.

Citronella has eased off a trifle in the face of a limited demand and drums are quoted 20c to 21c.

Clove is in steady position, and we hear of several large sales since our last at the range of 55c to 57½c.

Cubebs reflects the advancing tendency of the berries, and holders now ask 75c to 85c, as to quantity and quality.

Lemon is steadily maintained at 85c to 85c, as to quality, but the trade requirements at the moment are not of a very extensive character.

Pennyroyal is quiet, but values are

well sustained at the range of \$1.30 to \$1.40.

Sassafras is offered sparingly by holders, supplies coming forward very slowly, and recent sales have been at 35c to 36c for natural and 31c to 34c for artificial.

Wintergreen is maintained steadily and jobbing sales are making at the range of \$2.25 to \$2.50 for pure leaf oil, Natural (sweet birch) is held at \$1.40 to \$1.50 and artificial at 50c to 65c.

GUMS.

Acacia continues quiet at 40c to 55c for the various grades of first picked, 32c to 40c for second and 14½c to 15½c for sorts.

Aloes, Curacao, have sold freely during the interval and recent arrivals have been disposed of at 3½c to 4c, as to quantity. Cape has sold in a small jobbing way at 6½c to 7c and Soccatrine at 20c to 22c.

Asafetida is in slightly improved demand and the market is firm at 18c to 23c, as to quality.

Camphor does not vary in price from the hands of manufacturers, 59½c to 60c being still named for refined in barrels and cases.

Senegal has sold quite freely in small lots at 15c to 24c for picked, 13c to 14c for sorts and 8½c to 14c for siftings.

Tragacanth has improved in demand of late, most of the inquiry coming from manufacturing consumers, who pay 60c to 70c for first Aleppo, 50c to 60c for second, 75c to 85c for first Turkey, 50c to 55c for second and 40c to 45c for third.

ROOTS.

Golden seal is less actively inquired for and holders offer more freely at a decline to 47c to 50c.

Hellebore remains quiet but steady at 8c to 8½c. Some firmness is given to the market owing to reports indicating a failure of the season's crops.

Ipecac is in fair consuming inquiry, but prices appear to be still a little above views of buyers and business is somewhat restricted in consequence. We hear of some sales of round lots at \$3; in a jobbing way \$3.10 is paid.

Jalap has been in better demand and held more firmly, recent sales being at 12½c to 13c, a fractional advance over previous prices.

Rhubarb is maintained in firm position and is higher in price, in sympathy with nearly all kinds of Eastern products which are affected by the disturbances in China. The demand at the moment is small.

Sarsaparilla has ruled quiet during the interval, but holders are firm in their views at 7½c to 7¾c for Mexican.

Senega is meeting with very little inquiry, such sales as come to the surface being made at 36c to 37c, though the inside figure could be shaded, it is said, on a firm bid.

Valerian is not inquired for to any extent and only small jobbing sales are making of Belgian and German, for which 7c to 9c and 15c is paid, respectively.

SEEDS.

Anise, star, is attracting increased attention, owing to recent events in the Orient. Demand is good and the tone of the market is strong at an advance to 22c to 24½c.

Cardamoms are in strong statistical position, London cables reporting an advancing market and quotations here are well sustained at 65c to 90c for whole and 65c to 75c for decorticated.

Caraway is offered more freely at a decline to 6½c to 7c.

Colchicum has been actively inquired for, with sales reported at 20c, though supplies are offered sparingly at this figure.

Coriander remains quiet but steady at 2½c to 3c for natural and 3½c to 3¾c for bleached.

Millet is in light supply and firmer at 17½c to 2c.

Poppy is firmer, in sympathy with conditions at primary points, and recent sales have been at 5½c to 5¾c.

Through the Eye.

The mind absorbs ideas 80 times more quickly through the eye than through the ear, and by constantly appealing to the eye of the drug trade through the beautiful advertising inserts, which they have published in the *AMERICAN DRUGGIST*, the Liquid Carbonic Acid Mfg. Co. have scored a great success.

This month their insert is unusually attractive in design and in material. The first page of their insert is devoted to Diamond brand red cherries, one of the most delicious of all the crushed fruits. Page 2 is a dream of artistic beauty and illustrates the story of Pandora, which is charmingly told and applied on page 3. Page 4 is devoted to "Grape Kola." The whole insert is interesting and attractive.

Free Samples and Pay for Distributing Them.

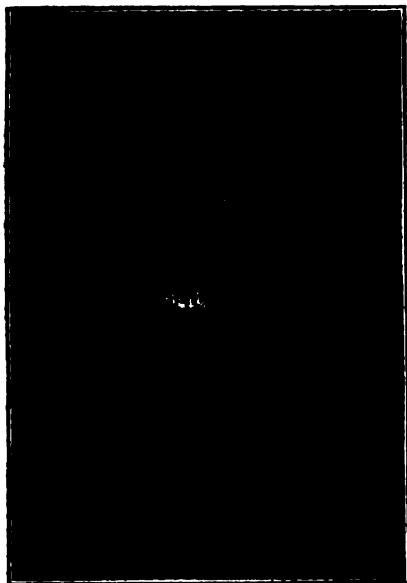
The Dr. E. L. Graves Tooth Powder Co., Chicago, Ill., make an offer to the drug trade that is, we believe, unparalleled in its liberality. They propose not only to furnish free samples for distribution by the druggist, but will accompany these samples with packages, the sale of which will pay the druggist for his work in distributing the samples. This offer is made without any "string" to it. You do not have to buy a dollar's worth of goods. Just send your name and business card or label, with the names of the dentists in your neighborhood, to the Dr. E. L. Graves Tooth Powder Co., Chicago, Ill. When you do want to buy the powder your jobber will furnish it to you at \$1.75 per dozen. If he hasn't got it, or wants to charge more than this, write to the manufacturers and they will see that you get supplies and get them at the right price, \$1.75 per dozen.

Pictures form one of the best possible forms of advertising, and the pictures which are furnished for free distribution by the Lawrence Williams Co., Cleveland, are very effective in bringing in customers for Gombault's catbastic balsam. Write them for supply, mentioning the *AMERICAN DRUGGIST*.

Drummerdom.

Contributions for this column are invited. For available articles dealing with the news of traveling salesmen payment will be made.

Our Portrait Gallery.



FRANK N. CARPENTER,

Eastern Representative of Lasell, Dalley & Co.

The ability of Frank N. Carpenter, better known as "Carp" among his friends, as a salesman is evidenced by the display of Lasell, Dalley & Co.'s goods in the drug stores throughout the East, particularly around the holiday season. Mr. Carpenter is only twenty-five years of age and was born in New York City. He was in the office of Lasell, Dalley & Co. for four years, and for the past three years and a half has been representing this firm in the New England States, making his headquarters in Boston. When making trips to the head office of Lasell, Dalley & Co., Mr. Carpenter resides with his family in Newark, N. J.

The Missouri Pharmaceutical Travelers' Association

held their annual meeting at Pertle Springs in conjunction with the Missouri Pharmaceutical Association, June 12-15.

They came with the intention of showing the druggists a good time, and they did so. They had charge of most of the entertainments and had solicited nearly all the prizes. They held one business session and decided to meet with the druggists again next year, after which they elected the following officers:

President, W. E. Leach; First Vice-President, Geo. L. Parsons; Second Vice-President, Geo. W. Krebs; Third Vice-President, F. C. McKeown; Secretary, Ed G. Orear; Treasurer, H. J. Stalle.
Council: F. V. Perry, C. H. Jenner, O. H. Swift, O. H. Ott, Dr. J. B. Woods.

Caught on the Fly.

W. N. Purdon, who is Schieffelin & Co.'s Pennsylvania representative, was in the city last week.

A. C. Randall is a newcomer with Lehn & Fink. He will represent the firm as traveling salesman in Western New York.

F. P. Hinkston, widely known as the New York State representative of Lehn & Fink, severs his connection with that firm at the end of the month. From July 2 he will repre-

sent the pushing and successful house of Bruen, Bitchey & Co.

F. E. Westervelt and F. N. Oxley, general salesmen for Seabury & Johnson, were both in attendance at the meeting of the Indiana Pharmaceutical Association at South Bend, on the 13th and 14th ult.; J. B. Davis attended the annual convention of Ohio State Association at Put-in Bay; Dr. E. E. Bostick was in evidence at the Maryland State Association gathering at Hagerstown, Md., on the 19th inst., and G. J. Woolston and wife helped to make enjoyable the meeting of the Connecticut Pharmaceutical Association at Hartford a fortnight ago.

Henry G. Loeber, for twenty-two years in the employ of the Matthews Companies, the past ten of which were spent among the trade in the New England States, has been engaged by the Liquid Carbonic Acid Manufacturing Company as special representative for the sale of machinery and soda water dispensing apparatus in New York City and vicinity.

C. T. Dill, the widely known and popular New York State representative of Wm. R. Warner & Co., paid a visit to headquarters in Malden lane a few days ago. Mr. Dill's is a familiar figure at the annual meetings of the State Pharmaceutical Association.

Dr. Robert C. McCall, one of McKesson & Robbins' Southern salesmen, was at the home office a few days ago.

E. C. Fowell, who represents Schieffelin & Co. in the Western States, is one of the fortunate ones who sails for Europe soon to visit the Paris Exposition.

The vacancy in McKesson & Robbins' staff of traveling salesmen caused by the death of J. F. Brookfield has been filled by the appointment of Thomas B. Maddox, who will travel the route through the Southern States formerly covered by Mr. Brookfield.

George E. Burrows, of Hudson, N. Y., the New York State representative of Schieffelin & Co., paid his usual visit to headquarters last week.

John S. Lane, the Connecticut and Massachusetts salesman for Schieffelin & Co., spent a few days in the city recently, conferring about the new season's business.

Henry C. Fink and wife sailed for Europe last week on the steamship "Lahn." Mr. Fink has been Lehn & Fink's representative in the Northwest for the past ten years, and before their departure the couple stopped in this city and were the guests of Mr. Albert Plaut at the Drug Club. The couple will not return home for some months, as they will take in London, part of England, Paris and the exposition, Brussels and Cologne, enjoy a trip up the Rhine and through Switzerland, and return by way of Munich, Vienna, Berlin and Hamburg.

Among recent visitors to the city were P. R. Lance, of Warner & Co., Philadelphia, who is here taking a needed rest from business duties.

Another out-of-town representative who visited headquarters last week was J. C. Miller, who looks after McKesson & Robbins' interests in Pennsylvania and New Jersey.

After a prolonged trip through Virginia and the Carolinas, W. Edgar Jenkins, representing Schieffelin & Co., has returned home.

BOSTON.

Sid H. Carragen, who does such efficient work for Parke, Davis & Co., was in attendance at the M. S. P. A. meeting at Newburyport.

A. C. Robertson, New England representative for the Mallinckrodt Chemical Co. of St. Louis, attended the recent meetings of the Maine Medical Association at Portland, Me., and that of the M. S. P. A. at Newburyport. He is booking many orders for his firm in this State and had good success in Maine.

Arthur Thayer, Ph.G., M. C. P., '96, has been doing detail work in New England for the Mallinckrodt Chemical Co. of St. Louis for several months past.

Fred L. Robbins, a student at the M. C. P. last year, is doing good work in this section for Parke, Davis & Co., of Detroit.

Henry Spavin spent a part of last week in Rhode Island in the interest of James W. Tufts.

W. T. Case, the agreeable representative of Boehringer & Soehne, New York, is on his rounds, capturing orders with a zest all out of proportion to warm weather movements.

W. D. Shattuck is another enthusiastic knight of the trade, and keeps the wheels moving for the house of Parker, Stearns & Sutton.

Mr. Kropff is booming the 4711 colognes of Muhlen & Kropff with good success.

E. Bensinger took the opportunity offered by these warm steamy days to suggest the need of "sponges," and those of his firm, Smith, Kline, French Co., Philadelphia, are in demand.

A. H. Haines has been showing a fine line of rubber specialties and spreading the fame of Walter F. Ware, Philadelphia.

S. Randall, agent for J. Milliken & Co., of St. Louis, has been the rounds convincing all in his path of the advantages of the Pasteurine preparations.

F. M. Decker keeps the name and fame of J. Wyeth & Bros. up to concert pitch. He recently gave us a call.

Gen. W. N. Day was welcomed on his last visit and sustains his reputation for geniality and executive ability. Schieffelin & Co.'s sundries were in good hands.

BUFFALO.

Though there has been a natural gravitation to some extent toward the State Association meeting at Newburgh, the traveling salesman has been in evidence quite numerous in Buffalo lately. F. C. Moore, one of the regulars on the list, has just taken his usual list of orders here for the R. Hillier's Son Company.

H. Leeburger, who covers this territory for his firm, the Leeburger Brothers, essential oils, etc., spent a short season in Buffalo late in June and continued the round.

June 28 saw G. W. Corning making the Buffalo round, selling the acceptable goods of Parker, Stearns & Sutton. He is well known and well received.

George E. Burrows, whose name is another way of referring to the sundries department of Schieffelin & Co., made the Buffalo circuit lately and sold the usual good lot of specialties.

Powers & Weightman, the Philadelphia chemical house, usually represented here by another man, send us this time Charles S. Jones, whose route is commonly further south. This was his first visit to Buffalo.

T. T. Brown, the tried and true salesman for F. R. Arnold & Co., brushes, etc., spent a short season in the city lately, sold a load of goods, and is off to repeat the transaction somewhere else.

E. H. Ross, most acceptable representative on the road of the Crown Perfumery Company, was with us during the last half of June and took in his usual amount of business.

George E. Zimmerman, representing regularly the Rochester thermometer manufacturers, the Taylor Brothers' Company, has just stopped off here for his usual list of orders.

F. P. Hinkston, of Rochester, who has represented the Rochester drug house of Lehn & Fink a long time in Western New York, has lately taken a similar position with Bruen & Richey, of New York, who have not till now maintained a traveling salesman in that territory. Mr. Hinkston is one of the best known men in the drug trade, being a member of the Rochester druggists' bowling club and formerly in business for himself in Batavia and elsewhere. His late position has been filled by Dr. Andrews.

Frank A. Weed, who has represented the glassware and drug sundry house of Whitall, Tatam & Co. a good long time, is making the Buffalo round with his usual good trade.

The Batavia paper box interest of E. N. Howell & Co. send through Western New York as their traveling representative Mrs. Jennie L. Harvey, a widow who is supporting a small family by this means. She is everywhere well received.

John Gleichmann, who formerly traveled for Merck, was in Buffalo early in June as

the representative of Rosengarten & Sons, manufacturing chemists, of Philadelphia, making about his second round in that interest.

H. E. Morton, who has taken orders in the drug trade for the American Hard Rubber Company, spent a short season in Buffalo during the early part of June.

W. J. Le Moine, who has made a reputation as the salesman of the Toledo solid-back brush house, the Ames-Bonner Company, was in Buffalo during June.

R. S. Arcularius, popular salesman for the cologne and toilet soap house of Mulhens & Kropff, has again gone the round of the Buffalo drug trade and passed on to other fields.

E. M. Willsey, always the faithful representative of the Albany Chemical Company, took in his Buffalo run during the second week in June and went his ways again.

C. N. Riggs, who left his old position in the Iroquois Hotel for one further down town, is now opening at Main and Seneca streets, which ought to be a fine one for soda water and transient trade generally.

Another salesman who "keeps steady company" in this section with the members of the drug trade is G. H. Macy, who sells almost everything for the New York firm of Dodge & Olcott.

ROCHESTER. E. M. Barrett, who carries a complete line of samples for the Hodgman Rubber Company, of New York, made us a pleasant visit last month and carried away with him some fine orders.

F. C. Moore, the genial representative of R. Hillier's Son Co., registered at the Livingston last week.

J. C. Antram brought with him the pleasant odor of B. D. Baldwin Co.'s perfumes, also samples from the Randolph Box and Label Co., of Chicago, as well as a fine line of toilet soaps from Armour & Co. Mr. Antram spent several days in Rochester to the satisfaction of himself and the trade.

H. W. Campbell, "a man from California," also known as "Rieger's man," and also selling perfumes, this time the California product, looked in at our door recently, then he came in, and before he departed we had surrendered and he went away with our finest orders. So much for Western perfume and Western perseverance.

John J. Benson, representing the Crystal Soap Company, of Milwaukee, reached Rochester on his present round. He is now working in the North, after having completed an extended Southern trip. He reports business in the South very good.

M. C. Robbins closed out the month of June with us. He carries a superb line of samples from J. Ellwood Lee Co., of Conshohocken, Pa.

Charles Pfizer & Co. have one of the best representatives on the road in C. M. Badgley. Mr. Badgley is a regular visitor here and a very welcome one.

Our old friend, F. P. Hinkston, who is now associated with Bruen, Ritchey & Co., New York, called on the local trade this month.

O. J. Snow, of C. W. Snow & Co., is one of our regular callers. This Snow is as welcome in July as in December.

G. M. Diamond, who is a member of the drummers' corps, is a gem of the first water, puts us in mind of Stallman & Fulton Co., and exacts from us some ample orders for them.

Mr. Estelle comes from John Wyeth & Brother, Philadelphia. His June visit was a profitable one for all concerned.

J. S. Marvin announces his coming to Rochester from Buffalo on the 19th inst. Mr. Marvin travels for Seabury & Johnson, New York, manufacturers of plasters, surgical dressings, etc.

A. H. Haines has been looking after the interests of Walter F. Ware, Mispah specialties, Philadelphia. He is not seen in this section often, but made an excellent impression and did a satisfactory amount of business.

A. J. Mansell carries a fine line of goods for Peek & Velsor, of New York. Mr. Mansell spent several days in Rochester last month among his friends in the drug business. He is always a welcome visitor.

Albert L. Hunt is identified with Osgood, Bray & Co., Germany and Massachusetts, dealers in fine cutlery. He paid his respects to the jobbers of Rochester a short time ago and made some very good sales.

C. M. Badgley, a well-known salesman, as well as a well liked one, is in town at the present writing hustling for Charles Pfizer & Co.

H. H. Rayn calls our attention to the goods of Henry Thayer & Co. and interests us to the extent of several large orders.

Frank L. Hewett, a well-known druggist of this city, doing business at the corner of South avenue and Alexander street, died at his home, 421 South avenue, in June, from appendicitis followed by a complication of diseases. He is survived by one daughter, Miss Minnie Hewett, and one brother and three sisters.

Mr. Hewett was well and favorably known throughout the city, being prominent in business and political life.

PHILADELPHIA. The Eiffel Tower Lemonade people have a man in town, but they seem to have more success with the grocers than with the drug trade.

T. S. Askew, the lively resident agent for the Emerson Drug Co., is now working through New Jersey.

Rudolph Wirth is again here, he having dropped in the city during the convention. As usual, he finds business good in his line.

Chas. M. Edwards, of Gilpin, Langdon & Co. of the Monumental City, is in town and will shortly visit New Jersey.

Fred A. Fenno, who periodically visits us for Wallace & Co., of New York, is another caller whom the trade is always glad to see.

C. A. Stark, the representative of the Bee-man Chemical Co., of Cleveland, O., who succeeds M. P. Lent, recently visited us for the first time, and like his predecessor is a very affable and pleasant gentleman and one who is bound to make friends for himself and customers for the company which he represents.

R. B. Smith, of Hance Bros. & White, of this city, has been ill at his residence in Norristown, but we are happy to report he is now convalescing and will soon resume his labors.

Our old friend, Col. J. M. Whitecar, of the Smith, Kline & French Co., is spending the summer with his family at Beechwood Inn, at Jenkintown.

C. M. Edwards, of Gilpin, Langdon & Co., of Baltimore, has been attending the New York State Pharmaceutical Association Convention, and renewing acquaintances.

CINCINNATI. William Cordes, one of the most popular traveling salesmen visiting the Queen City, has joined the ranks of the benedicts. He was recently wedded to a charming belle of Chicago, Ill.

A. Echternach was here recently in the interest of E. J. Wilkins & Co., of Gloversville, N. Y.

W. McD. Saurwalt, one of the best known hustlers on the road, was here recently in the interest of the New York Consolidated Card Company.

A popular traveling man who called on the local trade recently was Leo Henil, representing Kauffman Brothers & Bondy.

Arthur Buerger, a popular commercial tourist, whose friends are legion, was here last week in the interest of the Richard Young Company.

A clever salesman who was here this week was G. W. Corning, representing Parker, Stearns & Sutton, of New York. His business was good.

W. S. Prugh, a popular drummer, was in Cincinnati this week in the interest of Conroy, Prugh & Co., of Pittsburg, Pa. He enjoyed a fine business.

George Wright, a popular young commercial tourist, was here recently in the interest of Charles F. Miller, the perfumer.

T. Bartley started out for the South after the Fourth with ten large trunks loaded with Stein, Vogeler & Co.'s novelties.

Thomas Bull, a well-known commercial tourist who represents Parke, Davis & Co. in Kentucky and Ohio, was here this week.

Edward P. Dehner, one of the best known hustlers in the drug line, spent the Fourth in this city with his wife's parents.

Bart Whitaker, a well-known drummer with Lloyd Brothers, was here over the Fourth and enjoyed two games of baseball.

CHICAGO. Salesmen generally in this end of the country are taking to the woods because of the continued hot weather.

W. M. Schroeder, representing Hance Brothers & White's Chicago office in the West, is spending his vacation at home. He will be in charge of the office while Mr. J. H. Odert goes to Philadelphia. Wm. Palmer, of the same office, is in Cincinnati for the Fourth. A. J. Seguin, Illinois man for H. B. & W., has moved his home to Peoria. C. F. Moore was in town recently.

Robert Simpson, who is with Sharp & Dohme in Philadelphia, was in Chicago prior to the Fourth.

Howard M. Jordan, one of the Michigan salesmen for Morrison, Plummer & Co., has gone to Burlington, Iowa, to visit his parents. Guy Osborne, who gathers orders in Indiana, is in town entertaining Will N. Broderick, of Buchanan, Mich. A. G. Showers will come in from Nebraska July 7, to stay a week.

W. G. Corning, of Parker, Stearns & Sutton, will shoot firecrackers in Chicago this year.

C. S. Riddell, of the Youthful Tint Mfg. Co., Rochester, N. Y., is here on a trip.

S. W. Silsbee, who has been manager of the city sales department for the Liquid Carbonic Acid Mfg. Co. for three years, has accepted a position with the Hartt Mfg. Co., now known as the American Soda Fountain Co., and will in the future represent that concern in Chicago. He is one of the best all-around salesmen in the West. He is considered a bright, shrewd business man.

John F. Mathes, Western manager for Whitall, Tatum & Co., with headquarters in Chicago, has been called to Lebanon, Pa., on a sad errand. He was hastily summoned owing to the illness of his mother, and her death soon followed. Mr. Mathes has the deepest sympathy of all his Chicago friends.

J. S. Blitz, who autographs at all the leading hotels in Ohio and Michigan and carries samples for the J. Ellwood Lee Company, is showing the following testimonial to his friends: "I have worn one of your kidney plasters for one week, and now I'm stuck on your traveling man."

ST. LOUIS. Tony Daugherty, an old-time traveling man, but who has been engaged in the retail drug business at Clay City, Ill., for the past eight years, has gone on the road for the Meyer Bros. Drug Co., and will represent that firm in Southern Illinois. He still retains his store.

Virgil Dillon, the "war horse" of the Moffit-West Drug Co., is way up among the northern lakes having a great time with the fish.

T. C. Westmorland, representing the Meyer Bros. Drug Co. in Georgia, is spending a few days at headquarters. He says it is a great relief to get away from that hot, sandy country at this time of the year.

H. B. Greensfelder, a former St. Louis drug clerk, has gone on the road for the Allen-Pfeiffer Chemical Co., of this city. He is traveling through Iowa.

R. G. Thomas, representing the Meyer Bros. Drug Co. in Arkansas, was recently married to a charming young lady of Marion, Ark. Particulars in regard to the affair are very difficult to secure.

Milton Culbertson, north side city salesman for the Moffit-West Drug Co., was quietly married to an old sweetheart of his in Kansas City a few days ago.

F. L. Richt, south side city salesman for the Meyer Bros. Drug Co., has purchased the Raymond Pharmacy at 919 Sarah street. Mr. Richt will for the present remain with the firm.

J. S. Linthicum, representing the Emmerson Drug Co., has been making things lively around this city for the past ten days. All who attended the meeting at Pertle Springs last month will long remember this big-hearted, jolly good fellow.

The Alumni Association of the St. Louis College of Pharmacy will give a boat excursion on Tuesday evening, July 24.

G. E. Remick, general manager of the Phenique Chemical Co., of this city, and a former Knight of the Grip, has gone north for a few weeks' vacation. Mr. Remick took a baseball team out to the State meeting last month and captured two games from the Warrensburg crack air fanners. He is a good fellow to have at a convention, as all who were there will testify.

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OUR CONVENTION NUMBER.

The three most important trade meetings of the year—the meetings of the National Association of Retail Druggists, the National Wholesale Druggists' Association and the Proprietary Association of America—will be held next September. At these meetings will be presented reports showing the practical results achieved by the tripartite plan to stop cutting and suppress substitution, which is about to be put into operation. Full reports of these meetings, together with special matter of exceptional value touching the subjects named, will appear in an extra number of the AMERICAN DRUGGIST published on September 25.

This convention number will be of the greatest possible value as an advertising medium, both on account of the interesting character of its contents and of the large circulation which it will have. A copy of it will be placed in the hands of every well-rated druggist in the United States, and of every wholesale druggist in Canada, Mexico, Central and South America, Australia, New Zealand, Cuba, Porto Rico, the Philippines and the Hawaiian Islands. Not less than 25,000 copies will be issued. The rates for advertising in this convention number are as follows:

One page.....	\$60.00
One-half page.....	35.00
One-quarter page.....	20.00
Insert—Two pages.....	60.00
Four pages.....	80.00
Eight pages.....	125.00

The choice positions in the advertising pages will go to the first applicants for space, and in view of this it will not be necessary for us to urge early application upon the part of prospective advertisers.

Missouri Now Holds It.

The palm must now go to Missouri. The annual meeting of the Missouri Pharmaceutical Association closed its sessions at Pertle Springs on June 15, and the official proceedings of the convention, making a book of some eighty-five pages, with numerous half-tone engravings, is now in our hands. The South Carolina Pharmaceutical Association set the pace earlier in the year, but the greater credit belongs to the Missouri Association, since the arrangement of its published transactions required more attention and the printing of the half-tone engravings must have occupied a great deal of time. We doff our hat to Secretary Whelpley.

REREGISTRATION.

WE are in receipt of a letter very severely criticising the reregistration clause in the model pharmacy law drafted by Professor Beal and approved by the American Pharmaceutical Association at the Richmond meeting. This letter undoubtedly represents a very widespread sentiment in the drug trade.

In introducing this section of the law Mr. Beal specifically stated that he had done so with a certain degree of reservation, since he himself believed that it was scarcely just to charge a fee for reregistration. In this matter, as in many others affecting legislation, the question of expediency must, however, take precedence of abstract justice.

It is exceedingly difficult to precisely define the point at which the rights of the individual must be sacrificed for the public welfare. In a primitive condition of society the widest possible degree of personal liberty is required and should be cultivated, for in these primitive conditions strong individualism is necessary, each being thrown upon his own resources and each being necessarily much of a law unto himself in every respect. This large personal liberty carries with it a corresponding degree of personal responsibility. If a member of a primitive society offends his neighbor he must defend himself. As this personal responsibility is lessened by the assumption of police and other duties on the part of the State, the personal liberty of the citizen must to a certain extent be abridged. The more dense the population the more intimately the Government becomes concerned in the regulation of affairs of the individual. A study of the tendency of legislation in every country will show that with an increase in the degree of civilization and with the density of population there comes an increase in the authority vested in the governing power.

In our own country the regulation of

the practice of pharmacy by law is a comparatively recent innovation, but these regulations are becoming constantly more stringent. The exaction of a fee for reregistration is based upon the admitted need for a greater degree of stringency in the enforcement of pharmacy laws. The very men who protest most vigorously against the exaction of this fee are the first to criticize the boards for their inactivity in enforcing the law. Without the money involved in the reregistration fee the majority of boards of pharmacy are powerless to proceed against offenders. And while there may be a certain degree of injustice involved in the exaction of even a nominal fee for reregistration, those who pay this fee are those who are most interested in the enforcement of the law and who should most cheerfully submit to this small tax, since it insures them against competition from persons who have not been at the pains to procure the necessary education or to become duly registered.

While it is not always safe to urge that the end justifies the means, we must remember that in legislative affairs we must frequently be content with compromises. If those who disapprove so strenuously of the reregistration clause will compare the character of the men entering pharmacy now with that of those entering pharmacy twenty-five years ago, we feel sure that they will concede the fact that the work of the boards have been of immense benefit, and they will be willing to submit to the imposition of a small reregistration fee rather than forego the advantages accruing to all educated pharmacists from the exclusion of those who lack the moral and educational qualifications required for reregistration by the boards of pharmacy.

Ideally the entire cost of administration of all pharmacy laws should be borne by the State governments. In practice we find that the law would never be enforced were it left to the ordinary State officials. In the circumstances we are compelled to resort to an expedient for the procuring of the necessary funds—namely, reregistration—which in itself is scarcely just, but which in its results gives far more benefit to the persons paying the tax than is represented by the small fee involved.

HOSPITAL DISPENSING.

THE Maryland College of Pharmacy, so we are informed, is to give its students some practical experience in hospital work by having them serve as dispensers in a local hospital for a certain length of time during the college term. This idea if properly carried out cannot but prove of much advantage to all concerned. A similar plan has been in successful operation in the Atlanta College of Pharmacy for some years past, and the results have proven highly satisfactory. In many hospitals the surgeon in charge has a certain rou-

tine treatment for many classes of disease, and to facilitate the work of dispensing his prescriptions are made up in large quantities and are ordered either by a fanciful title or simply by number. The medical student doing clinical work promptly falls into the habit of ordering "R. & S.," or "No. 4," and wholly loses track of the actual ingredients of the prescriptions. When he leaves the hospital his mind retains no comprehensive knowledge of the drugs used and of their individual therapeutic action; he merely recalls No. 4 as being good for anorexia and "R. & S." as the regulation thing for dyspeptics, and is therefore in precisely the correct frame of mind to welcome the ready-made prescriptions which now flood the market. If, however, the young practitioner is made to write out his prescription in full every time while in hospital service he will probably continue to do so when in practice outside the hospital. The additional labor required to fill these separate prescriptions can in many cases be had without cost by utilizing the services of advanced pharmaceutical students, as is now done at the hospital of the Atlanta Medical College and as it is proposed to do in Baltimore. Experience of this kind under the critical eye of a competent instructor will prove invaluable to the student, and we trust that other colleges may follow the example set by the colleges at Atlanta and at Baltimore.

THE INTERNATIONAL CONGRESS.

THE ninth International Pharmaceutical Congress, which will be held at Paris August 2 to 8, promises to be of much more general interest than the two previous congresses. The Exposition will serve to induce many to visit Paris who are interested in pharmacy, but who, save for the attractions offered by the Exposition, would probably not attend the Congress. The work of the Congress has been laid out in four sections, the first dealing with general pharmacy and pharmaceutical chemistry, the second with materia medica and pharmacognosy, the third with chemistry, biology, bacteriology and hygiene, and the fourth with pharmaceutical education and legislation.

In the First Section three principal topics have been selected upon which extensive reports are to be submitted. These questions are (1) Analytical methods suited for use in making assays of alkaloids, glucosides or other definite principles in pharmaceutical galenicals. (Referred from the Brussels Congress of 1897 to the Paris Congress of 1900). (2) Posology and antidotes of toxic substances; (3) International Pharmacopœia (to be reported on by M. Borquelot).

In the Second Section of the Congress the three principal questions selected

for general discussion are (1) The influence of cultivation upon the activity of medicinal plants, (2) The character of the secretions and excretions of parasitic worms and their influence upon the host which they inhabit; (3) The location of the active principle in medicinal plants. Upon these topics reports will be submitted by M. Bavay (1 and 2) and M. Jadin (3).

The Third Section covers so wide a range that six general topics will form the subject of reports. The topics, with the names of the authors to whom each topic has been assigned, follow: (1) Uniform methods of interpreting the results of urinary analysis, by M. Viellard; (2) Uniform methods of examination for and estimation of albumin in urine, by M. E. Galbrun; (3) Nitrogen and nitrates in urine and reports of urinary analysis, by M. Moreigne; (4) Uniform methods for determining sugar in urine, by M. Dufau; (5) Uniform methods of bacteriologic culture, by M. Grimberty; (6) Uniform methods for analysis of gastric juice, by M. Henri Martin.

Under the head of "Intérêts Professionnels" six general topics will be made the subject of formal reports, as follows: (1) A report upon the preliminary studies required of aspirants in different countries for license as pharmacists, by M. Paul Jacob; (2) Report on the pharmaceutical curriculum of different countries, by M. Voiry; (3) Is it desirable that minor certificates should be recognized as entitling the bearer to examination for major certificates in countries other than those in which they originate? report by M. Huguet; (4) Report upon the results brought about by limiting the number of pharmacies by law, by M. Huguet; (5) Report upon the methods of pharmacy inspection followed in different countries, by M. Crinon; (6) The use of names as trademarks on medicinal articles, by M. Petit.

The papers or reports above referred to will all be printed and distributed prior to the convention of the congress, so that when presented the members of the congress will be in a position to intelligently discuss them. Numerous papers on special topics have already been submitted by French pharmacists, and all the members of the congress are invited to submit papers on suitable pharmaceutical topics to the secretary-general, C. Crinon, 45, Rue de Turenne, Paris.

Undoubtedly the most interesting feature of the programme laid out is the report upon an International Pharmacopœia, which will probably show the influence of the attitude taken by the American delegates at the Brussels Congress. This was that the effort to produce an International Pharmacopœia should be confined to the field of powerful or toxic preparations in general use. If an agreement can be had among all the pharmacopœias of the civilized world regarding the strength of all preparations of opium, nux vomica, aconite, belladonna, etc., the cause of uniformity will have been a great gainer.

(Written for the American Druggist.)

BOTANICAL TERMS AND ENGLISH "EQUIVALENTS."By H. H. RUSBY, M.D.,
New York College of Pharmacy.

IT is certainly pitiful that it should become necessary to discuss in pharmaceutical literature botanical propositions which could not secure even a hearing before the most amateur botanical association, nor find a place in botanical publications. Yet such action seems to be called for by the repeated suggestion by Dr. W. Bryan that English words are capable of replacing scientific descriptive terms. It would seem that the fact that this proposition failed to secure a single supporter among the representative people who constituted the Pharmacopœial Convention might have saved the New York State Pharmaceutical Association from the discredit of having such a paper carried into its proceedings. To those readers of the *Druggist and Record* who have some knowledge of botany, the writer feels called upon to offer an apology for stating such well-known facts as follow. His justification is that there are many youthful readers of this journal who have not the experience necessary to prevent their being misled by a writer who would naturally be assumed to possess knowledge and judgment concerning a subject upon which he is publishing contributions.

Dr. Bryan makes two propositions. One is to discard accepted rules of pronunciation, the other to discard scientific terminology. As to the former, it is a literary question and should be discussed and settled in literary circles. It is not deemed appropriate for discussion here, even if the writer felt qualified for the task, except to say that we should expect any great literary reform to originate at some high literary center.

As to the second, our first thought is, why should not a botanical reform be presented and discussed in botanical circles? The answer in this case is clearly that botanical meetings would neither waste time, nor botanical editors space, by doing so.

Our next thought is that the cases are very few in which a scientific descriptive term can be either explained or defined by the use of a single word. The essential ideas expressed in the terms "scientific language" and "common language" are opposed to such a possibility. The essential character of "scientific" is accurate, that of "common," inaccurate, so far as scientific subjects are concerned. Just as soon as a scientific idea becomes clear and accurate, a name must be given it to distinguish it from all others. Now it is Dr. Bryan's proposition to set aside those words which have been more or less carefully selected for this purpose and to substitute them, by what? Not by others more carefully selected, which would really be a great blessing, in many cases, but by others selected for the very reason that they are indefinite and do not require the mental effort necessary to differentiate the precise ideas involved. The fact that a word is in common use is usually evidence that it can have no clear and accurate scientific limitations. No botanical author would think of trusting to the abbreviated definitions of his

glossary for instructing his readers as to the meanings of terms. It is always assumed that the reader shall have sought further explanations in the text. No one who possessed even an elementary knowledge of practical descriptive botany would recognize the possibility of employing such terms as are indicated in the proposition under review. It is because there are so many pharmacists who have not this elementary knowledge, but whose botanical ideas are "common" and indefinite, that it becomes necessary to say here that no living botanist could describe a plant so that another could identify it, nor identify one described by another, by the use of such terms as have been proposed. It is only fair to say that the author of this statement cannot be charged with inexperience in either line of work. Furthermore, the student who allows himself to be misled by any such advice will subsequently find himself disqualified and helpless. This statement is made from knowledge, as the writer has had occasion to listen to bitter denunciations of those responsible for such deception, resulting in an inability to work on a footing of equality with others who had patiently performed their elementary tasks.

It is an ungracious duty to expose the errors in the list of "equivalents" published by Dr. Bryan, but that list, being a visible example of the application of his proposition, must stand sponsor for it. If we judged the list by itself alone, we should be compelled to assume that it had been selected on a childlike faith in the sufficiency of glossarial definitions, and these about the poorest that could be selected, and without seeking further for a knowledge of the subjects involved.

An acaulescent plant is not a "stemless" plant, nor is it likely that the term has ever been applied to a plant without a stem, notwithstanding that there are many such in existence. It is applied to plants whose stems are so poorly developed as not to be conspicuous. Now it is very easy to define acaulescent as being "destitute of a conspicuous stem." The word thus becomes of precise scientific meaning. We cannot, however, limit the word "stemless" to any such a technical idea, because its meaning had already become fixed in the English language before there was any recognition of acaulescent plants. The use of the word stemless, therefore, would be misleading in almost, if not every case where the term acaulescent is in use. This case is thus carefully discussed for the reason that it represents the inherent difficulty of all similar cases.

The term "cloakless" in botanical description would be simply ludicrous in its vacuity. There is no part of a plant which is designated as a "cloak," the absence of which could be described as cloakless.

Æstivation is very far from meaning "bud arrangement." It could only be "equaled" by the word "floral-part-arrangement-in-the-bud," which would be a rather cumbersome compound descriptive word.

"Adnate equals borne-to." Think of describing a mullein leaf by saying that it is a "borne-to leaf."

What does "garlicky" mean? It probably refers to odor, but scores of alliacious plants have no such odor, which is incidental to the structural

relationship in the genus *Allium*, only one of whose two hundred and fifty species is the garlic.

What an astounding piece of intelligence for a practical botanist that an alveolate receptacle is "honeycombed." It is true that they often become honeycombed by disease or by insect depredations, but the word alveolate possesses a technical meaning which again would be made ridiculous by substituting "honeycombed."

If ament meant the same as "catkin," which good usage does not allow, whatever certain glossaries may state, it is difficult to see what would be gained from this Anglicizing standpoint by the substitution.

If Dr. Bryan actually thinks that androgynous means "stamenpistillate," the less said about it the better. There is no such case among the large number of androgynous inflorescences of my acquaintance.

How it would nauseate a cryptogamic botanist to be asked to call an antheridium a "sperm gland," or an archegonium a "germ gland," or either of them any sort of a gland whatever.

Would even the laziest student welcome a change from apetalous to "non-petaled?"

If the terms apiculate and "sharp tipped" were to be suddenly and indiscriminately exchanged for one another, what a state of unintelligibility would exist in the literature where they are used.

The term "jointed" is commonly applied to the stems of a few families of plants such as the Black Pepper Family and the Smart Weed Family, but the term articulated, as generally used in botany, has an entirely different meaning, not implying the existence of any "joint" in the true sense of the term.

"Ascending" is not a common but an accepted technical botanical term of Latin derivation, and is employed a hundred times in descriptions where assurgent is used once.

The absurdity of attempting to make "ear" and "eared" take the place of auricle and auricled has already been referred to, though rather indelicately, at the Pharmacopœia Convention.

It seems quite proper to speak of an angle worm, but most fishermen would be stumped upon seeing "angle bud."

The use of "angle" for axil would be absurd, as there are two "angles" to every leaf stem, but only one of them is the axil.

The use of "axial" for axile is another case of the substitution of one technical term by another, and is for that very reason free from obscurity.

Here, then, we have twenty of the thirty-two terms so carefully selected by Dr. Bryan which are so erroneous as to absolutely preclude their intelligible use in the way and for the purpose proposed by him, while the most of the remaining twelve are by no means unobjectionable. The worst portion of the whole case is that the author himself will probably some time, after he has had more experience in the use of these terms, deprecate as much as any one else such a suggestion as he is now urging. In the meantime he should be willing to trust the subject of botanical terminology to the distinguished committee to which it has been assigned by the American Association for the Advancement of Science, or else offer his suggestions for their consideration.

Shop Notes and Dispensing Hints.

BY W. A. DAWSON,

Hempstead, N. Y.

[Read by title at the meeting of the New York State Pharmaceutical Association, held at Newburgh, June 26-27, 1900.]

THE making of suppositories is one of the most troublesome magistral operations that pharmacists are called upon to do, and their preparation is approached by most dispensers with the air of a man about to negotiate a difficult proposition.

Suppositories: Advantages of the Various Methods of Massing.

The average prescription calls for a small quantity, six to a dozen, perhaps, and on this account the cold process—trituration, massing and forming with the fingers—is to be preferred to molding, as it is much more expeditious.

In molding suppositories, it is more difficult to get good results, and there is always the risk of accident in removing them from the molds, which would necessitate the repetition of the operation. The medicaments prescribed are nearly always insoluble in cacao butter, and therefore are liable to be unevenly distributed through the mass, or if the distribution is successful the medicament may settle in the point of the suppository while cooling and make an unevenly colored and unsightly preparation. Where this is the case, aside from their unsightliness, they may prove irritating to the patient, owing to the concentration of the medicine in the point, and thus defeat the purpose for which they were prescribed.

The compressing machines, by which suppositories are molded by pressure, are likewise unsuitable for small quantities on account of the waste, whereby the medication of each suppository falls short of the amount prescribed, there being nearly as much waste in a batch of half a dozen as in a batch of a hundred. This waste comprises that part of the mass that sticks to and is left in the machine, and that which escapes around the sides of the plunger, an important quantity in a small batch.

Then, too, there is the impossibility of exactly calculating the amount of cacao butter to use when the medication is tannin, bismuth, or some other ingredient that is used in comparatively large proportion. All things considered, the cold process is preferable for prescription work, both as to time saving and efficiency of the finished product.

The cacao butter should be finely grated and mixed with five per cent. of corn starch by lightly shaking the two together in the glass stoppered jar in which they are kept on the prescription case. The corn starch prevents the particles of cacao butter from massing together in the container and allows of trituration without massing in use.

In making the suppositories the cacao butter and medicament should be lightly triturated together in a pill mortar until thoroughly mixed, care being taken to use as little pressure as possible so that the mass remain pulverent until trituration is complete.

Then with a little lanolin the mass may be formed exactly as a pill mass is, the mass rolled out and divided on a five-grain pill machine, the cutter be-

ing pressed down about half-way through the mass.

The grooves of the pill machine thus form the suppositories, as to length and diameter, and it is only necessary to point the end, flatten the base and eradicate the mark of the fracture where the suppositories were broken apart by rolling with a spatula. A dozen suppositories may be thus made in fifteen to twenty minutes. As working up and beating cacao butter slightly raises its melting point, it is quite admissible to use lanolin for massing.

In cases where it is necessary to use some wax in a mass, on account of warm weather or the presence of deliquescent salts like chloral hydrate, this may be done by melting together ten parts of white wax and ninety parts of cacao butter, and when cold grating the mixture up fine. The melting point of this mixture and also of the plain cacao butter used should be carefully ascertained and marked on the container of each. By combining the two at the time of using in proper proportion any desired melting point between their respective figures may be obtained, or any proportion of wax, from one to ten per cent. may be thus introduced into the mass. Starch U. S. P.—Corn Starch should be used for dusting suppositories, never lycopodium; the latter is irritating to mucous surfaces.

Cold Cream: The Pharmacopoeial Formula Praised.

After trying numerous cold cream formulas, the formula of the pharmacopoeia has proved the best as a toilet preparation.

Some criticism has been made of the presence of borax in it on account of the incompatibility of that salt with some others when the ointment is used as a vehicle, but as a toilet preparation it is well high perfect and unexcelled by any cold cream that I have yet seen; the borax making a finer and whiter emulsion than would be possible if it were left out. It also retards rancidity, and the ointment keeps better for its presence.

Where the cream is to be sold as a toilet article its perfume may be enhanced by the addition of one or two grammes of oil of rose to each kilo of ointment, or the perfume may be changed to violet or any other odor by using about thirty cubic centimeters of extract of violet, or other extracts, to each kilo; the rose water being replaced by distilled water, and the extract added after the ointment has become cold but before it "sets."

In potting it a piece of waxed paper, cut to fit, should be laid closely over the cream before the cover is put on, so as to retard drying out and consequent unsalability. No greater quantity than will be sold in a month or two should be put up at a time, on this account, and the shop container should be an air tight vessel for the same reason.

The soft ointments containing no wa-

ter that are sometimes sold as cold cream, are in no sense "creams" at all, as the name can only be properly applied to an emulsion of ointment with water. Such ointments are entirely lacking in the prime requisites of cold cream, its cooling, soothing and quickly absorptive properties. Petrolatum and mineral oils are unsuitable for use in cold creams on account of their unab-sorbability.

Syrup Hypophos. Comp. N. F.—the Cause of an Unsatisfactory Formula.

The compound syrup of hypophosphites of the National Formulary is a most unsatisfactory preparation, owing to its proneness to decomposition. The principal disturbing element in it seems to be the ferric hypophosphite, and if this be replaced by the ferrous salt the preparation is much more stable.

The proper amount of the ferrous hypophosphite for a pint of syrup may be obtained by dissolving separately in small quantities of water, twenty-five grains (gr. xxv) of calcium hypophosphite and forty-eight grains (gr. xlviii) of ferrous sulphate, mixing the two solutions and freeing the resulting solution from the precipitated calcium sulphate by filtration. This solution may replace an equal quantity of the water prescribed in the formula. The syrup should be protected from the light.

Syrup of Ferrous Iodide.

It is a curious fact that, notwithstanding the vast amount of information that has been published concerning syrup of ferrous iodide, there exists so much confusion as to the proper method of preserving this preparation.

If the syrup be kept in a place having free access to full sunlight, it keeps perfectly for any length of time. I have kept it thus for more than a year in partially filled, loosely stoppered flint glass bottles in a sunny window.

In answer to a note on this subject that I wrote for the AMERICAN DRUGGIST last year, M. C. Bühner, the editor of the "Swiss Journal of Chemistry and Pharmacy," of Clarens-Montreux, Switzerland, wrote me that "two conditions are necessary only to get an indefinitely good preparation, first: chemical reaction between the iodine and iron must be well conducted and complete, and, second, the syrup must be acid. When the syrup is made, add one thousandth part of citric acid dissolved in a little water and mix with the finished syrup. The syrup will then keep for any length of time in the light or dark," says M. Bühner.

Keeping the syrup in the sunlight has proven so entirely satisfactory with me that I have never tried M. Bühner's method, and present it without comment.

Syrup Yerba Santa N. F.: A Wrinkle in Its Manufacture.

The syrup of yerba santa of the National Formulary is a most excellent vehicle for administering quinine, and pharmacists will find it profitable to call the attention of such physicians as are not acquainted with it to its power of masking the bitterness of this salt. Physicians are always glad to know of a preparation that will enable them to

prescribe quinine in mixture, and a four-ounce bottle of quinine and syrup of yerba santa, two grains of quinine to the drachm, presented to them as a sample will bring you many prescriptions for this mixture. In administering it, the bottle should be well shaken, and a spoonful of the medicine should be taken, clear, and washed down with a swallow or two of water.

A fault of the syrup is that it is opaque and muddy looking. A more slightly syrup may be obtained by adding the whole quantity of water used to the alkaline fluid extract mixture and filtering with the aid of precipitated calcium phosphate and then dissolving the sugar by percolation. The result is a nearly clear—slightly opalescent red-brown syrup.

Prescription Paraphernalia.

During the hot and humid summer months care should be used to properly protect from atmospheric moisture such prescriptions as contain ingredients more or less hygroscopic. Waxed powder papers in duplicate sizes of the regular powder papers used should be at hand to dispense powders containing pepsin, pancreatin, diastase, lactopeptine, peptenzyme and all drugs of animal origin as well as deliquescent salts, such as iodides, bromides and some of the chlorides.

Many things that are not usually considered as "hygroscopic" will cake up and stain powder papers during periods of excessive humidity, and waxed papers should be used freely.

Physicians and patients appreciate such evidence of care and thoughtfulness on the pharmacist's part, and his reputation for thoroughness is enhanced by attention to these little details.

Gelatine coated pills, capsules and most tablets should be dispensed in "Homo Vials." In fact, vials are much more elegant for dispensing pills, capsules and tablets, at all times than the universally used paper pill box.

Soft ointments that are liable to become nearly fluid in hot weather should be dispensed in wide mouth bottles or collapsible tubes. The latter make a very elegant package, and ointments keep much better in them, as the air is excluded to a large degree. Suppository boxes should be marked "Keep in a cool place." Such mixtures as are liable to spoil quickly should be similarly marked.

Extemporaneous Preparations.

Much time and bother may be saved by having written in a small memorandum book, which is kept hanging on the prescription case ready to hand, all the formulas of the Pharmacopoeia and National Formulary for preparations that must be made extemporaneously, such as Basham's Mixture, Liq. Plumbi et Opii, Liq. Potassii Citratii, Infusion Digitalis, and the like. The quantities should be figured down to such amount as is usually prescribed of each preparation, two, four, or eight ounces as the case may be, or in Pharmacopoeial preparations to 60, 120, or 240 cubic centimeters.

Chalk Mixture should invariably be made freshly for each call, and the container for the compound chalk powder should bear a label giving the formula for the mixture. When called for, a

proper amount of the compound chalk powder should be dropped into the bottle, and equal parts of water and cinnamon water added to make up the required measure, a vigorous shake and the mixture is complete. There is no preparation more badly abused or so

carelessly dispensed as this mixture. To my mind, a man who will dispense chalk mixture, ready made from a shelf bottle, is unworthy the name of pharmacist, unless he knows that the mixture was made the same day it was dispensed.

Prescription Incompatibilities

AS THEY OCCUR IN EVERY DAY PRACTICE.

By WM. J. ROBINSON, PH.G., M.D.

[Portions of a paper read before the New York State Pharmaceutical Association at the meeting held at Newburgh, June 26-29, 1900.]

THERE is one department which is still the pharmacist's own—a department which distinguishes him as a professional man and elevates him above the ordinary merchant. I refer to the prescription department. That is a department which nobody can take away from the pharmacist; because, while no law can be passed to prevent people from selling ordinary drugs and patent medicines, the dispensing of prescriptions can be limited to qualified pharmacists only. And to the development of this department the pharmacist should devote his best energies. To do this successfully he must become a master prescriptionist and be familiar with all the intricacies of prescription incompatibilities. Nothing will more securely hold your physician's patronage than his confidence in your ability as a prescriptionist, in your ability to dispose of difficulties and to prevent untoward results.

Incompatibilities Neglected in Colleges.

It has always been a source of wonder to me why the subject of incompatibilities has been so sadly neglected in our college curricula. The student is taught the various steps of preparing sulphuric acid, or of the preparation of soda by the Leblanc process (things of which he will never make any practical application), but he is left in ignorance as to how to mix Fowler's solution and Magendie's solution without precipitation. He is taught the difference between cast and wrought iron, but he is left in ignorance as to why a precipitate occurs on the addition of potassium iodide to syrup of ferrous iodide and how to prevent it.

A Subject of Paramount Importance.

To me the subject of prescription incompatibilities has always seemed of paramount importance. It is practically more useful than botany, more useful than pharmacognosy, and even more useful than manufacturing chemistry—and I hope the time is not far distant when it will occupy the first rank in the curriculum of every college or school of pharmacy in the United States.

There should be a special and separate chair of dispensing pharmacy.

The word "incompatible," according to the definition of the various dictionaries, means incapable of existing together in agreement or harmony. We call a prescription incompatible when its ingredients are of such nature that, if brought together, one or more of the following changes would take place: (1) Mutual decomposition of the ingredi-

ents, with the formation of a new compound; (2) precipitation, chemical or physical; (3) explosion; (4) deflagration; (5) liquefaction, when the ingredients are prescribed in powders; (6) the deterioration or destruction of one or more of the ingredients.

But it would be a mistake to suppose that the word incompatible is synonymous with "non-dispensable." On the contrary, as will be seen later, there are many combinations which, broadly speaking, are incompatible but not only may they be dispensed without any hesitation, but the incompatibility is intentional and desirable.

The Classification of Incompatibilities.

Incompatibilities have generally been divided into three classes: (1) Chemical; (2) pharmaceutical, and (3) therapeutic. I cannot impress upon the pharmacist too strongly not to meddle with therapeutic incompatibility. His training is not of such a nature as to make him a competent judge as to what constitutes an incompatibility of this character. Very often the physician purposely prescribes two drugs having antagonistic properties in certain respects, but acting synergistically in another direction. I therefore state emphatically that the pharmacist should never allow himself to criticize and offer suggestions to the physician when the incompatibility is purely therapeutic. The author's classification of the incompatibilities, which he introduced several years ago and which has been found both useful and practical, is as follows:

(1) *Permissible and desirable* incompatibility, when the resulting change is of no significance, or where the new compound is expressly desired by the physician.

(2) *Preventible* incompatibility, where the incompatibility can easily be prevented, either by a change in the order of mixing the ingredients, or by the addition of acid, etc.; and

(3) *Absolute*, or true, incompatibility, where the prescription cannot possibly be dispensed in its original form and where one or more ingredients must be left out altogether or other ingredients substituted. It is this last kind of incompatibility which is practically synonymous with non-dispensability. This classification I have found especially useful for students.

The Commoner Incompatibilities.

In selecting the following prescriptions I have given preference to such as are of common occurrence. I have

drawn freely from my former writings on the subject, and hope the paper will not only amuse or instruct you for an hour or two but will be of permanent value for the purposes of reference.

Tr. ferri chloridi.....3ij.
Sodii salicyl.....3i.
Glycerini.....5ss.
Aqua.....ad 5ij.

This mixture at once assumes a dark violet-blue color, due to the formation of ferric salicylate. Ferric salicylate being soluble in water to a slight extent, no precipitate will be formed if the proportion of the ingredients be small; but if the quantities of the ferric chloride and the sodium salicylate be large there will also form a precipitate of ferric salicylate. While nothing poisonous is formed, the color of the mixture and the precipitate is so unusual that the patient would probably object to taking it, and it is best to inform the physician of the resulting reaction.

Reaction: $\text{Fe}_2\text{Cl}_6 + 6\text{NaC}_2\text{H}_3\text{O}_2 = \text{Fe}_2(\text{C}_2\text{H}_3\text{O}_2)_6 + 6\text{NaCl}$.

Tr. ferri chloridi.....3ij.
Elix. simp. } of each.....5i.
Syr. simp. }
Aq. gaultheria.....5ij.

On mixing the ingredients, the mixture assumes a nice violet-blue color. The reaction is the same as in the previous prescription. Oil of gaultheria being chemically methyl salicylate, ferric salicylate is formed. The quantity of the oil in the water being very small, there is no precipitate in this mixture, only as said above, a light violet-blue color.

Reaction: $\text{Fe}_2\text{Cl}_6 + 6\text{CH}_3\text{C}_2\text{H}_3\text{O}_2 = \text{Fe}_2(\text{C}_2\text{H}_3\text{O}_2)_6 + 6\text{CH}_3\text{Cl}$.

I knew one physician who used to prescribe this combination purposely, to give the mixture a different color from the usual iron mixtures.

Tr. ferri chloridi.....3iv.
Tr. cinchona.....5vss.

This mixture assumes a rather unpleasant inky color, due to the reaction between the ferric salt and the tannic acid present in the cinchona, ferric tannate being formed. This is a favorite combination among German physicians, and the prescription may be dispensed without hesitation.

Tinctura ferri chlor.....5i.
Potas. chloratis.....5i.
Glycerini.....3iv.
Antipyrini.....gr. ij.
Aqua.....ad 5iv.

This mixture at once assumes a deep blood red color, due to the reaction between antipyrine and the ferric salt. From the quantity of the antipyrine prescribed it is apparent that the physician did not intend it as a therapeutic agent, but simply to give the mixture a different color. The prescription should therefore be dispensed as written.

Tinct. ferri chloridi.
Spts. etheris nitrosi.
Salol.
Aqua.

Salol is chemically phenyl salicylate— $\text{C}_6\text{H}_4\text{C}_2\text{H}_3\text{O}_2$. When dissolved in an alcoholic menstrum and added to the tincture of iron the mixture assumes a deep violet-blue color, due to the formation of ferric salicylate. The phenyl radical also reacts with the ferric salt with a similar result. On adding the water the mixture changes from a violet color to a dirty yellowish white and becomes turbid; the turbidity is due to the precipitation of the salol by the water.

The prescription should not be dispensed without consulting the physician.

Tinct. ferri chloridi.
Potas. iodidi.
Syrupl.
Aqua.

Ferric salts, especially those having an acid reaction, are incompatible with potassium iodide (and other iodides). The ferric salt becomes reduced to ferrous salt and iodine is liberated. The equation is as follows: $\text{FeCl}_3 + \text{KI} = 2\text{FeCl}_2 + \text{I}_2 + 2\text{KCl}$. The prescription should not be dispensed.

Tinct. ferri chloridi.
Potas. bromidi.
Amm. bromidi.
Syrupl.
Aqua.

The remarks to the previous prescription apply to this one as well. Bromine will be liberated and the prescription should not be dispensed. Equation: $\text{FeCl}_3 + 2\text{KBr} = 2\text{FeCl}_2 + 2\text{KCl} + \text{Br}_2$.

Solut. Magendie.
Solut. potassii arsenitis, ad 5ij.
Sig. gtt. viij. t.i.d. p.c.

This prescription represents one of the most common forms of incompatibility. As is well known, arsenic not infrequently causes pain in the stomach, cramps, diarrhoea, etc. To obviate these unpleasant symptoms, the physician has ordered along with it some morphine. He is, of course, unaware that there can be anything wrong in prescribing these two solutions together. But it is wrong, and, as written, the prescription should never be dispensed. Fowler's solution is strongly alkaline, and the potassium carbonate present in it will almost immediately precipitate the morphine out of solution. To dispense with a shake label would be a dangerous procedure. No mixture intended for internal use should ever be dispensed unless all the poisonous ingredients in it are in perfect solution. But the difficulty in this prescription can easily be remedied, and we see in it a good example of preventable incompatibility. All that is necessary to do is to neutralize the alkalinity of the Fowler's solution. Add a few drops of diluted hydrochloric acid to the Fowler's solution until effervescence ceases, or until it shows an acid reaction with litmus paper; on now adding the magendie solution no precipitation will take place.

Morphinae sulphatis.....gr. iv.
Spirit. ammoniae aromatic.....3iv.
Aq. menth. pip.....5ss.
Sig. Teaspoonful when required.

Here the incompatibility is of the same character as in the previous prescription. The ammonia and the ammonium carbonate precipitate the morphine. There is no way to prevent the precipitation in this case. We certainly cannot neutralize the spirit, as that would require too much acid and it would destroy the stimulating properties of the ammonium compounds. To dispense it as written might prove extremely dangerous, and I would very strongly advise against such a procedure. Where the physician cannot be consulted it would be advisable to dispense the aromatic spirit with the peppermint water, send 16 1/4-grain tablet triturates along and instruct the patient to dissolve one tablet in a teaspoonful of medicine. I am sure the physician would not object.

(To be continued.)

Gathered Formulas.

(Continued from page 4.)

Diarrhoea Drops.

I.
Tinct. opii.....drams 2
Pulv. aromat.....drams 2
Pulv. acacia.....drams 2
Tinct. catechu.....drams 2
Spt. cinnamom.....drams 2
Spt. ammon. arom.....drams 2
Water, to make.....ozs. 6

Sig. Shake well. Dose: One tablespoonful every two or three hours.

II.

Tinct. opii.....mms. 10
Tinct. kino.....dram 1
Tinct. krameria.....dram 1
Tinct. catechu.....dram 1
Tinct. cardamom, co. q. s. ad.....drams 4

Dose: One to two teaspoonfuls every two hours.

III.

SUN MIXTURE.

Tinct. opii.....mms. 12
Tinct. capsici.....mms. 12
Tinct. rhel.....mms. 12
Spt. camphor.....mms. 12
Spt. menth. pip. q. s. ad.....dram 1

Dose: One teaspoonful.

IV.

SQUIBB'S MIXTURE.

Tinct. opii.....mms. 12
Tinct. capsici.....mms. 12
Spt. camphor.....mms. 12
Chloroform.....mms. 5
Alcohol, q. s. ad.....dram 1

Dose: One teaspoonful.

V.

Chloroform.....mms. 5
Tinct. capsicum.....mms. 5
Acid. sulph. aromat.....mms. 10
Spts. camphor.....mms. 10
Deod. tinct. opium.....mms. 10
Brandy, enough to make.....dram 1

Dose: One teaspoonful.

Remedies for Insect Bites.

I.

Carbolic acid.....gr. 15
Glycerin.....dr. 2
Rose water.....ozs. 4

II.

Salicylic acid.....gr. 15
Collodion.....dr. 2 1/2
Spirit of ammonia.....dr. 5 1/2

III.

Fid. ext. rhus toxicodendron.....dr. 1
Water.....ozs. 8

IV.

Ipecac. in powder.....dr. 1
Alcohol.....oz. 1
Ether.....oz. 1

V.

Betanaphthol.....gr. 30
Camphor.....gr. 80
Lanolin cold cream.....ozs. 1

VI.

Sodium bicarbonate.....dr. 2
Sodium chloride.....dr. 2
Water.....ozs. 4

VII.

Olive oil.....ozs. 1
Water of ammonia.....ozs. 1
Oil of turpentine.....dr. 1/2
Tincture of opium.....dr. 1/2

VIII.

Menthol.....grs. 8
Alcohol.....dr. 6
Dissolve and add stronger ammonia water.....dr. 2

For application to insect bites touch the part with a drop of the fluid on the point of a tooth pick.

IX.

Cocaine hydrochlor.....grs. 10
Glycerin.....min. 15
Alcohol.....dr. 2
Rose water, to make.....ozs. 2

(To be continued.)

Pharmaceutical Progress.

*New Remedies—Improved Processes—Modern Inventions—
Wrinkles in Dispensing—Tests and Reactions.*

Germol is a disinfectant prepared from crude cresol.

Cittosol, according to the "Pharmaceutische Post," is an emulsion of ichthyl.

Floricin is a salve base, said to be prepared from mineral oils, petrolatum and castor oil.

Anozol is a fanciful name given to iodoform, containing 10 to 20 per cent. of thymol added, with a view to masking the iodoform odor.

Chevatol is the name given to a remedy which has been recommended for the treatment of swellings, etc., and which is said to be terpinolohydrate.

Sarton is a new nutritive, which is now being experimented with and which will soon be placed upon the market in Europe, according to the "Pharmaceutische Post."

Eubiol is the name given hematogen, an active hemoglobin, containing the most important constituents of albumen. It is readily soluble in water, and is claimed to be very efficient as a "blood builder."

Arsenic Produced from Phosphorus.—F. Fittica has claimed that he was able to produce arsenic from phosphorus. Clerus Winkler (Bericht, d. d. Chem. Ges., 1900, p. 1693) shows conclusively that Fittica is in error, he having overlooked arsenic present as an impurity in the phosphorus operated upon.

Perl-Collodion is a new form of collodion placed on the market by a Berlin manufacturer, and of which Crede writes (Allgem. Med. Central. Zeit.) that ether free "perl-collodion" is a preparation very similar to the official product, but which remains a liquid for a long time. It is used in exactly the same manner as official collodion, but dries more slowly on the skin, forming a covering which is more durable and tough than that formed by the official preparation.

A General Reagent for Albumen.—Lidow writes that ("Chem. Zeit.") silver nitrate in the presence of a slight excess of alkali causes a brown coloration with proteins on warming. The intensity of color gradually increases until it becomes a dark cinnamon color. On standing for some time a metallic coating appears upon the walls of the container, and this reaction is shown by albumin, casein, legumin, globulin, vitalin, mucin, chondrin, fibrin, plant fibrin, keratin, fungin, gelatin, elastin, hemoglobin, wool, silk fibroin and myosin.

Chiol is a new preparation made by Rudel, of Germany, and which is recommended as a disinfectant for the hands in surgery and obstetrics. It is said to consist (Centralblatt fu Chir., 1900, 22) of a solution of certain resins

and fatty oils in a mixture of ethers and alcohols of low boiling points. It is a clear liquid of a slightly yellowish tinge. The hands are first sterilized in the usual manner and then plunged into the liquid and moved about, so as to acquire a complete coating of the liquid, and then dried by waving in the air. This leaves a complete, impervious, elastic and antiseptic coating on the hands, which not only protects the patient but also the physician.

Eosol Salts.—Dr. Wendt applies the name of eosol salts to the salts of the sulpho acids of the aliphatic creosote esters. These are prepared according to a German patent (D. R. P., 94,078) by the Berlin Capsule Factory. Calcium eosolate is the calcium salt of trisulpho acetyl creosote, and occurs as a gray powder with a pungent ethereal odor and rather sharp taste. It is soluble in 8 to 10 parts of cold and in 7 parts of hot water, is only slightly soluble in alcohol and insoluble in chloroform and turpentine, easily soluble in hydrochloric and citric acids. It is only slowly soluble in acetic acid. This preparation is recommended as an antiseptic, and also for use in the treatment of diabetes, phthisis, nephritis, etc. The dose is given as from 0.3 to 0.75 grams (5 to 10 grains several times a day.)

Kosam Seeds.—Kosam seeds, the product of Brucea sumatrana, a remedy for dysentery, are the subject of long articles in the "Revue des Cultures Coloniales" (vol. 6, pp. 97, 129, 193). Heckel and Schlagdenhauffen deal with the botanical source and description of the drug as well as its chemical composition, and show that it is not a new remedy for dysentery, as has been stated by Dybowski. Indeed, the Abyssinians have used it for this purpose from time immemorial. Mongeout has shown that the stem and root barks are preferable to the seeds for internal administration, owing to the large amount of fat present in the seeds, which delays digestion and hinders the action of the drug. Dybowski later maintains that the drug constitutes a new remedy for dysentery, inasmuch as experiments recently conducted by Bertrand and Physalix demonstrate that the activity of the drug is not due to the quassin found by Schlagdenhauffen but to a glucoside, which Bertrand has named kosamin—Through Pharm. Jour.

A New Form of Plaster.—Dr. Carl Dieterich has invented and patented a new form of plaster combining some of the characteristics of both salves and plasters. The plaster mass is of about the consistence of a cerate, and is put up under the title of "Mollplaste" in tubes containing 20 grams each. The tubes bear on the side a scale which will enable the user to know how much has been used. The base is formed ac-

cording to the German patent (D. R. P. No. 111,759), by treating antiseptic gelatin containing 5 to 10 per cent. of boric acid under the pressure of seven atmospheres for forty-eight hours. This liquid mass, containing a certain amount of water, is then mixed with the ordinary plaster mass, together with some lanolin, resins, glycerides, guttapercha, glycerin and any desired medicament, the whole heated to a temperature of 150 to 160 degrees under pressure, and stirred until cold. The author proposes that (Pharm. Zeit., 1900, 483) this plaster mass shall be taken by the patient or physician in the tube form and spread upon linen as required for use.

Ether Test for Scammony Resin.—P. Guilgus finds (Jour. de Pharm. 11, 529, Phar. Jour.) that the solubility of scammony resin in ether is not, as is generally supposed, a simple and reliable test of its purity, since the same sample resin varies greatly in solubility with ethers from different sources. He finds that the chief cause of these discrepancies is the presence of alcohol and of water in ether. Thus, scammony resin that was soluble in ether, sp.g. 0.735, containing 15.5 per cent. of 98 per cent. alcohol, was much less soluble in absolute ether; while in a sample of pure ether, containing only 0.6 per cent. of water, 23.8 per cent. of the same resin was undissolved. Marked discrepancies were also noted in the solvent power of different specimens of ether having the same sp.g., 0.720, and free from either impurity, but of different origin. Not only does the quality of the ether affect the solubility of the resin, but also the quantity of the solvent employed. Thus, after a clear saturated solution of scammony resin in ether is obtained, it precipitates, in most cases, on the further addition of the solvent.

Detection of Saccharin in Food Stuffs.—According to J. de Brevans (L'Union Pharm., 1900, No. 5) the method ordinarily pursued in detecting saccharin is liable to error on account of the presence of certain tannin-like bodies in foods producing reactions simulating those given by salicylic acid with ferric chloride. This danger is particularly noticeable in the examination of wines and beer. The author recommends the following method of procedure: The liquid under examination or a concentrated solution of the substance, if it be a solid, is first treated with an excess of ferric chloride solution, which throws down all the tannin present. The hydrochloric acid set free in the reaction is neutralized by the addition of calcium carbonate until a slight alkaline reaction is observed. This not only neutralizes the free acid present, but precipitates the iron. This solution is filtered off and the colorless fluid is then treated in the ordinary manner for the detection of saccharin and gives the saccharin reaction only if saccharin be present. If the filtrate is not colorless, an additional quantity of ferric chloride and calcium carbonate should be added, and the liquid again filtered before applying the salicylic acid test.

FOOT POWDER.
[Meyers Bros., Druggists.]
I.

Sulphur	ozs. 2
Boric acid	ozs. 4
Talcum	ozs. 6

EVERY DAY PHARMACY.

The following is a resume of some notes on manufacturing and shop work communicated by Capt. J. K. Williams, of Hartford, to the annual meeting of the Connecticut Pharmaceutical Association:

A Home Made Churn

for the manufacture of zinc oxide ointment, cold cream and other salves was shown and described. It consisted of a quart tall tin can, such as concentrated spirit of nitrous ether is packed in, to which was fitted a snugly fitting wooden cover perforated in the center to allow of the passage of a wooden plunger or piston. The plunger has a circular wooden base perforated with holes. The zinc is first made into a soft-pill mass in a warmed mortar by the addition of 25 per cent. of its own weight of hot castor oil, the warm lard then added, and when the mixture begins to congeal it is transferred to the improvised churner and briskly agitated. After three minutes' churning a beautifully smooth and white ointment is turned out, of finer appearance than can be obtained with hours of stirring by the old method. Captain Williams impressed upon the members the necessity of avoiding the use of heat in working up benzoniated lard.

Churner Process for Cold Cream.

Every druggist has a formula of his own for cold cream, but whatever combination of fats may be used it can be manipulated best with the churner. As soon as the oils, solid waxes and fats are melted transfer the hot melted mixture to the can of the churner, and when it has cooled almost to the congealing point add to it all at once the rose water, in which the borax has been previously dissolved. With three minutes' churning a beautifully white, soft, fluffy cream will be produced. The failure sometimes attending the manufacture of cold cream is due, according to Captain Williams, to the addition of the rose water to the fats while they are hot, a matter concerning which the United States Pharmacopoeia gives no information.

Emulsions can be made with this apparatus in the shortest time, it being possible to turn out two gallons by almost any formula in ten minutes.

Hartford Soda Mixture.

This is a preparation of great local repute, and Captain Williams put the question, How many of you not brought up in Hartford know what this is? No Hartford family is considered correctly raised without this aid. The formula, as used for nearly a century past, is as follows.

Hartford Soda Mixture.

Sodium bicarbonate..... \mathfrak{A} 1
Oil of spearmint.....gtt. i
Syrup of rhubarb..... \mathfrak{A} 1

The syrup of rhubarb used in this mixture is made by the old process of maceration with boiling water.

Flowers of Camphor.

The following method of powdering-camphor to produce flowers of camphor was recommended: Powder the gum with the aid of a mixture of equal parts of stronger ether and alcohol, and before sifting add 1 per cent. of white petrolatum and 5 per cent. of milk sugar, and triturate until fairly dry. Expose

to the air spread out on paper for fifteen minutes and pass through a moderately fine wire sieve, using a stubby shaving brush to work it through.

Dusting Powder for Pills.

Assuming that some of the members yet made pills, for it is rapidly becoming a lost art, the following formula for a white dusting powder was recommended, its advantages being that it is not too slippery on the slab, and it tastes sweet at the first touch of the tongue to the pill. The formula:

Arrowroot.....	}of each oza. 2
Starch.....	
Rice flour.....	
Sugar of milk.....	
Lycopodium.....	oz. $\frac{1}{4}$
German potato starch.....	oz. 8
Saccharin.....	grains 80

Mix, and pass through a fine sieve.

Elixir of Three Phosphates.

This perennial source of trouble was discussed by Captain Williams as follows: The real cause of the darkening of this elixir lies in the iron, as has often been pointed out. I have tried various makes of pyrophosphates, but have never obtained the results I have had when using Squibb's make of iron pyrophosphate that had never been exposed to the light. Here is my formula. My fellow druggists are at liberty to use any kind of flavor that most appeals to them, but I have gotten the best results with the use of the Dutch cordials: Maraschino, white orange (curacao) and anisette for the colorless preparations, and red curacao for the others. I make my own lemon and orange extracts from the peel by grating the fresh fruit at the time I express the juice for my soda syrups. I macerate the grated peel in a mixture of glycerin and alcohol as follows: Grated outer peel of 50 oranges or lemons, macerate with glycerin 8 ounces, alcohol 4 pints. Don't go to the expense of buying a kitchen grater, but take the top of any clean tin box about 12 inches square and fashion it into a grater by punching rough holes in it with an iron nail. A grater so made is worth a dozen of the ready made articles for rapid work and costs nothing.

To make 4 pints of the elixir proceed as follows:

Quinin. sulph..... \mathfrak{A} iv
Strychnin. sulph.....gr. iv
Sugar of milk..... \mathfrak{A} i

Triturate and add

Glycerin..... \mathfrak{A} ij
Alcohol, deodorised.....Oss
Elixir aromatic.....Oij

After solution is effected, which may be hastened by manipulating first with one-fourth part of the elixir which has been slightly heated, the following is added:

Iron pyrophosphate (Squibb's).. \mathfrak{A} ij
Potass. citrate..... \mathfrak{A} ij
Dissolved in boiling water.....Oss
Curacao (white) liqueur..... \mathfrak{A} ij
Maraschino, liqueur..... \mathfrak{A} ij
Aromatic elixir..... \mathfrak{A} xij

Filter rapidly and make up the bulk to measure 4 pints. Keep in amber bottles in the dark.

Tincture of Kino.

The U. S. P. tincture is a source of trouble on account of its tendency to gelatinize. The following process has worked admirably with Captain Williams, and a quantity of it made two years ago was said to be still in perfect order:

Gum kino, in powder..... \mathfrak{A} vi
Glycerin..... \mathfrak{A} i
Water..... \mathfrak{A} v
Filter paper, in small pieces..... \mathfrak{A} ss
Alcohol..... \mathfrak{A} ij

Heat the glycerin and water moderately, add the filter paper and stir in slowly, the kino, continuing the heat until solution is effected. When nearly cool transfer to a bottle and add the alcohol. Shake occasionally during half an hour, then filter rapidly through cotton, passing alcohol through the filter until the tincture measures 8 ounces. Preserve the tincture in 1 ounce vials, filling to the cork. Finally seal the lip and cork with melted paraffin. The proportion of alcohol to water is the reverse of that directed in the U. S. P.; but it is the kino that is wanted—not the spirit.

Solution Cit ate Magnesia.

Citric acid.....ozs. 28
Carbonated water.....pints 6
Magnesia carbonate (Jennings).....ozs. 16

Dissolve the acid in the carbonated water. Pass the magnesia through a coarse sieve into a 2-gallon porcelain dish, and to this add the acid solution slowly, so as not to overflow the dish.

Oil of lemon.....} of each \mathfrak{A} ss
Oil of orange (sweet).} gtt. v
Oil of neroli..... \mathfrak{A} i
Alcohol.....} of each \mathfrak{A} i
Glycerin..... \mathfrak{A} i
Hot water.....O iss

Make a flavoring water by sprinkling the oils dissolved in the alcohol and glycerin on the inner of a double folded filter and then pouring the hot water onto the filter and returning it several times. Add the flavoring water to the solution of magnesium citrate first formed and strain the whole through wetted felt or flannel, without pressure. Add the syrup and mix.

Put 4 ounces of this solution into a 12-ounce bottle and fill with carbonated water, directing the stream against the side of the bottle by means of a funnel, so as not to disturb the heavy solution at the bottom of the bottle. Cork quickly and tie over; then shake. Cost, 60 cents per dozen.

A New Restrainer.

Potassium boro-tartrate has been suggested as a restrainer in place of bromide. B. E. Edwards, who makes the suggestion ("Chemist and Druggist"), claims that whereas potassium bromide retards development, and so alters the scale of gradation, giving greater density in the high lights, and cutting out detail in the shadows, potassium boro-tartrate restrains in the opposite direction. It holds back the density without interfering with the detail, and renders weakening of the developer unnecessary. Potassium boro-tartrate is familiar to chemists under the name of soluble cream of tartar. It is made by heating together cream of tartar and boric acid with water, and evaporating to dryness. Soluble cream of tartar has been used in medicine, but is better known to pharmacists as a pill-exciplent. In photography it is recommended to be made into a 10 per cent. solution, of which 10 to 30 minims is to be added to each ounce of mixed developer. As a restrainer potassium boro-tartrate works best with pyrogallol or kachin. Photographic chemists should be ready to supply either salt or a 10 per cent. solution.

Pharmaceutical Evolution.¹

BY J H BEAL.

The thought which we have sought to bring out in the foregoing is that the present condition of dispensing pharmacy is not accidental, but is the natural result of the development of certain original factors, and that the pharmacy of the future will likewise be the outgrowth of factors now in existence.

We are powerless to suspend the law of development, but we can modify its factors, and just as the engineer, who by a study of the forces of nature and the modification of conditions, compels these forces to do the world's work, so we, by a more perfect understanding of the economic laws which govern pharmaceutical development, may direct its evolution along lines which shall lead to a substantial and permanent prosperity.

The three great influences which will have the greatest part in the evolution of the new pharmacy are the pharmaceutical press, the associations, and the schools. The three great subjects upon which these influences must work are the public, the medical profession, and the members of our own calling.

Of these three subjects, unfortunately, the most difficult to reach and influence consists of that great, inert, and unresponsive body within our own ranks which gives no sign of life except when it occasionally rises to resist some effort at reform made by the more progressive element. We cannot reach the members of this body through the schools, because they do not believe in schools; we cannot reach them through the associations, because they are not and will not become members; and we cannot reach them through the journals, because they do not read the journals. Apparently all that can be done is to possess our souls in patience until in due course of nature they are removed from the face of the earth, and then fill their places with better men.

The Thorough Education of Pharmacists Indispensable.

We believe that all careful students of pharmaceutical economics are agreed that the only substantial hope of better things is through such an education of pharmacists as will place them upon the same plane as other so-called professional vocations; such a general and technical education as is now thought indispensable to lawyers, physicians, and dentists. Until this has been secured, matters will remain much as they are to-day, and legislation, trade combinations, and the promulgation of ethical codes will fail as they have always failed before.

Thorough education in any line commands and has the respect of all men; ignorance always invites and always receives contempt. When a proper educational standard has been reached, then the profession of pharmacy will receive the honor and profit which are justly its due.

The education of the future will teach that the pharmacist who is most assiduous in cultivating the professional side of his calling, and who creates the largest following of those who believe in his superiority of skill and knowl-

edge, will have the greatest advantage over his competitors, and the surest title to recognition and profit. It will teach him that the man who relies exclusively upon the commercial instinct of the community to hold his patronage will lose it whenever some competitor cuts below him in price; while the pharmacist who once secures a patron because he has convinced him of his especial fitness for the service to be rendered will retain the lifelong fealty of that patron.

It will be a part of the mission of pharmaceutical education to teach the physician of the future that the pharmacist is his coadjutor and assistant, and not his competitor, and it will teach both pharmacist and physician that the law of action and reaction prevails in the social and economic as well as in the physical world, and that any unjust infringement by either profession upon the province of the other will surely be followed by an injurious reaction upon itself. It will teach the public that the general welfare requires the separation of the functions of prescriber and dispenser, and that the sale of medicinal substances should be confined exclusively to the care of properly qualified persons; and, finally, it will teach men to be guided in the selection of a pharmacist by the same considerations that determine their choice of an attorney or physician—by the confidence they place in his ability, integrity and skill—the question of compensation being secondary to the desire to obtain the best possible service in the cause for which he is employed.

I would not have you think from what has been said that I consider the future of dispensing pharmacy as unfavorable. On the contrary, I believe that it never before occupied such a vantage ground as it does to-day, that never before did it rest upon so firm a basis, or have so favorable an outlook. Never were competent men more in demand, more appreciated, or better paid; and I congratulate you upon the fact that you are entering upon your active participation in this great work just when it seems to be at the point of readjustment and rejuvenation, just at the time when the leaven of the pharmacy schools and earnest teachers is beginning to make its influence felt throughout the whole lump, when the profession as a whole seems to be in the act of waking to the consciousness of its existence, and just at the point where, as I firmly believe, its greatest possibilities lie before it.

Inconsistent Drug Men.

Life is full of inconsistencies. The manager of one of the biggest downtown drug stores in New York City, Perry's World Building drug store, never took a dose of medicine in his life. A traveling salesman for the largest manufacturers of druggists' chemicals in the United States is an ardent Christian Scientist, and after selling a couple of thousand dollars' worth of chemicals to a jobber will try to convert the purchaser to his way of thinking, while Harry L. Kramer, whose "cascarets" have become world famous through his energetic advertising, eats, sleeps and incessantly talks Christian science. In neither of the three cases does the drug man appear to feel at all the inconsistency of his position.

THE HUB OF THE PHARMACEUTICAL WHEEL.

BY SEWARD W. WILLIAMS, PH.C.

East Orange, N. J.

There is no other center toward which the mutual interests of the several branches of pharmacy more naturally converge than the pharmaceutical journal. It is the logical clearing house for the suggestions, plans and arguments of retailer, wholesaler, college professor and manufacturer—the central exchange, as it were, to which run the wires of communication from all sections of trade and profession. There is no agency which has done more for the progress of pharmacy than the drug press, a fact which should be more fully realized and appreciated by all interests concerned.

No one engaged in any division of the drug business can afford not to be connected with this pharmaceutical "central." It should bind as in one great organization every one interested in pharmacy. And yet we are told that probably not much more than half the retail druggists of the country take any pharmaceutical journal at all. It hardly seems credible that in this year 1900 there are thousands engaged in retail pharmacy who do not subscribe to a drug journal; but as we are compelled, upon good authority, to believe that this is so, there appears to be a wide field for missionary work, and suggestions are in order as to how it may best be accomplished. The pharmaceutical travelers of the country should be able to throw some light on this question; and right here we are reminded that these exceptionally bright and up-to-date gentlemen should be more intimately connected with our pharmaceutical "central," for who is in a better position to give a broad and correct view of the general condition of trade and its winning policies than the traveling salesman?

A Profitable Investment.

It certainly must be indifference rather than a false or would-be economy which accounts for so many drug-journalless druggists, for the profit on one glass of soda water daily is sufficient to place on the pharmacists' table four of the best pharmaceutical journals published, any one of which, if only quarter read, should repay the slight expenditure a hundred, perhaps a thousandfold. If there be one druggist in this great country who thinks he cannot afford to subscribe to a drug journal let him drop the price of a 2-cent postage stamp into a box each day and a year from date he will find advance subscription money for a goodly number of the best journals. One query reply or one advertising hint will doubtless far more than repay all. One cigar less daily would mean at the end of a year a most up-to-date journalistic library for pharmaceutical reference. It may not be out of place here to suggest that it would be a good idea for each pharmaceutical journal to supply a duplicate index. The pharmacist could easily bind or file these for ready reference, and, as time is money, again be saved the amount of his subscriptions. The journal that would make it a practice to issue a general index every five years

¹From an address delivered before the graduating class of the School of Pharmacy of the University of Michigan and printed in the Bulletin of Pharmacy.

¹Merck's Report.

would, in the writer's opinion, find the effort substantially appreciated. If this idea were generally adopted by the journals, and subscribers availed themselves of the binders so commonly offered, the building of a magnificent pharmaceutical reference library would, under the systematic and orderly conditions of retail pharmacy, practically take care of itself. It would simply grow.

The Public Weal as a Guiding Star.

The great wheel of pharmacy should roll as one round, well balanced, united whole, directly in the interests of the general public. We have here suggested a natural law which it is futile to oppose and wise to recognize. Retailer, wholesaler and manufacturer are alike citizens. Each may properly avail himself of every opportunity to profit by rendering the best possible service to the public through the proper channels.

Reasoning along these lines, the manufacturer argues that conditions favorable to uniformity and excellence of product, as well as economy of production, make it to the interest of the public that his preparations be employed. If this be true, is opposition to manufactured products of superior excellence consistent with the public weal? It is but natural that the retail pharmacist should feel that his old occupation is largely passing into the hands of the manufacturer; but unless it is of benefit to the people that this be otherwise, will it be of any permanent benefit to the pharmacist to spend his time in making preparations on the small scale under the great disadvantages existing? "Tempora mutantur, et nos mutamur in illis." As times change, if we do not change with them, are we not soon likely to find ourselves working at cross purposes with fate?

The Pharmaceutical Controller and the Drug Journals.

The retail pharmacist is now clearly called upon by physician and public to control pharmaceutical manufacturing in the interests of the people, to protect the latter from deception and insure the best remedial agents which science can produce. Does this mean that the pharmacist is practically to give up manufacturing for analysis? Pharmaceutical evolution seems to point in this direction; but analysis need not be entirely chemical or microscopical. Judges serve the public very well who mentally analyze and largely rely upon evidence presented by trustworthy witnesses. And so the real pharmacist, to whom both the medical profession and the people look as their judge of quality, may render good service to his constituents by carefully weighing the evidence as presented in the pharmaceutical journals. The press should be the forum of good natured pharmaceutical polemics. Discussion should be encouraged and participated in by representatives from all branches of pharmacy. Truth and frankness should constitute eligibility. There is need of no heated controversy based on sectionalism. As the *Outlook* says, in speaking of national expansion, "What the country most needs is light, not heat," and the same remark well applies to pharmaceutical expansion.

Manufacturers as Scientific Contributors.

Representatives of manufacturing houses are most apt to be accused of

having an axe to grind when they engage in scientific discussions; but even when this is so, can we not at least afford to examine the axe before passing judgment? If we find that it has been dulled by blazing the way for pharmaceutical progress, should we condemn or approve of its being kept in order? What we want is the truth, and we should not be too particular what branch of pharmacy it comes from. Let us at least stop and consider what proportion of pharmaceutical advancement has been made possible by the perfected facilities of the large manufacturers. Just as the legislative and police departments of our great cities are most favored and willingly supported by the honest and well meaning citizen and taxpayer, so is pharmaceutical control favored and urged by upright manufacturers as fully and as zealously as by representatives of any other branch of pharmacy. In perfecting assay processes and advocating standards they are doing their full share toward placing the necessary means for popular defense in the hands of the controlling body of pharmacy—the retail pharmacists. For a notable illustration of substantial contribution to pharmaceutical advancement see a series of papers by Prof. John M. Francis in the *Bulletin of Pharmacy*, on pharmacopoeial requirements and tests, based upon five thousand examinations made during 1899—a work of enormous value, which has been made possible by a great manufacturing house.

Through the pharmaceutical press work of this kind becomes immediately available for all who are interested enough to read. Can the pharmacist afford not to keep posted through the pharmaceutical journals? Does not success now lie very largely in keeping posted? The pharmacist who, by keeping posted, is able to meet satisfactorily the demands of his clientele for the best there is going in pharmacy, will soon have an enviable reputation in the community—a reputation with a safe financial guarantee attached. His position, as controlling the quality of manufactured preparations he supplies, is of the highest order, the character and importance of which will be more and more appreciated.

Union of Pharmaceutical Forces Through the Drug Press.

There never has been a time when the pharmaceutical journal has been so essential a medium of exchange between the several branches of pharmacy as now, and its importance will increase as their interdependence is more fully recognized.

We all have a duty to perform to the drug journal, and through it to each other. It is a matter of mutual benefit all round. The retail pharmacist owes it to himself and his profession to subscribe, and contribute from his experience points which will aid his confreres. The manufacturer who is interested in the welfare of pharmacy will, as a rule, make his announcements through the advertising pages of the drug journal, because by so doing he keeps up steam in the boiler of this great engine of pharmaceutical progress. Just imagine for a moment what would become of the pharmaceutical journals if all advertisers adopted the idea of individual circulars and ephemeral pamphlets. Look through the advertising pages of your journals and you will find to whom you

are very largely, although indirectly, indebted for the magnificent editorial and news service you enjoy. These advertisers have made the wonderful improvement in pharmaceutical journalism possible, and every reader should appreciate the fact.

Anything the pharmacist can do to encourage advertising in this natural and proper channel helps pharmaceutical journalism, and thus reacts beneficially upon himself and his profession. In ordering goods it should never be too much trouble to state that the dealer's or manufacturer's advertisement was seen in a certain journal. It would be to the advantage of all concerned if this practice were universal.

Let all branches of pharmacy join hands through the pharmaceutical press and co-operate as one grand organization for the public good.

No one is better trained to take a broad and unprejudiced view of all matters of interest to the trade and profession than the pharmaceutical editor, and no one better able to suggest means of harmonizing the interests of all concerned. Let us recognize him as president of our great pharmaceutical exchange.

Melon Ice.

A New Orleans druggist is credited by the New York "Sun" with the following triumph in soda water beverages: Several years ago when the legitimate soda water business seemed to be languishing, and the druggist's fountain receipts were falling off, he sat himself down and evolved a new idea. Delicious little nutmeg melons are cultivated near New Orleans. The druggist bought a case of them, opened the melons, scraped out the seeds, filled the hollows with vanilla ice cream, put the two halves together again, and packed the melons in the ice chest under his soda water counter. That afternoon he tried the result upon a few of his best patrons with triumphant success. News of the good thing spread and the druggist woke up to find himself famous. His melon ice drew a crowd and became a fad. He bought more and more melons and put in new ice chests, but literally could not meet the demand. Other men tried to compete with him, but for some reason or other no one else met with his success, and he is still the melon man par excellence, and incidentally a public benefactor. A juicy nutmeg melon filled with ice cream and packed until the juice has had time to soak through the cream is beyond shadow of a doubt a gift fit for the gods.

Tomatoes as Medicinal Plants.

According to a Continental journal, it appears that a Scotsman, after an experience of several years, is convinced that the daily use of tomatoes is an excellent remedy for liver troubles. In America, also, the use of the tomato is considered as a remedy, and prized very highly as a strengthener, and for purifying the blood (?).—B. & C. Druggist.

The Royal Free Hospital, London, England, proposes to appoint two lady doctors as resident medical officers. It is interesting to note that since July 1 of last year no fewer than 45 women medical practitioners have been appointed to public or semi-public posts in England.

Queries and Answers.

We shall be glad, in this department, to respond to calls for information bearing on pharmacy or any of its allied topics, and cordially invite our friends to make use of this column.

The name and address of the inquirer must accompany the communication, not for publication, but to assure attention, as we make it a rule to pay no regard to anonymous correspondence.

Book on Fruit Juices and Extracts.—

I.—These subjects are treated with a fair degree of fulness in nearly all the manuals of soda water beverages and books of formulas, but in none so extensively, perhaps, as in Hiss's "Standard Manual of Soda and Other Beverages," G. P. Englehard, Chicago. Cloth, \$4. There is a French work, entitled "The Manufacture of Liquors and Preserves," by J. De Brevans (Munn & Co., New York. \$3), which may be of some service to you. It deals chiefly with the operations of distilling, extraction of essences, the manufacture of aromatic wines and hydromels, but formulas are given for the various fruit syrups, sugars, essences, aromatic waters, etc. The chapter on the preservation of fruits and the production of fruit syrups can be recommended.

To Frost Glass.—A. F. C.—As you mention mirrors in your query, we take it for granted that only a temporary frosting is desired. What is understood in the arts by this term is the permanent frosting of the surface of glass by means of rubbing with sand or the application of hydrofluoric acid.

The best effects in the temporary frosting of glass surfaces are obtained by applying a simple aqueous solution of epsom salt in fairly good concentration. This solution is applied warm, either with a brush or rag, and the operation must be conducted quickly in order to secure the best effects. It will be found, too, that the addition of a little glucose or acacia to the solution, not too much, will make the preparation adhere more evenly to the surface; the surface of most large sheets of glass frequently contains just enough grease to prevent crystallization occurring uniformly. Instead of acacia or glucose, either of which is apt to retard crystallization to some extent, the salt may be dissolved in light beer and so applied.

Coloring for Electric Incandescent Globes.—H. B.—There is great difficulty attending the coloring of globes of this kind. The amount of heat generated within the globe during the time the current is turned on prevents the use of such preparations as a solution of aniline dye in gelatine or shellac, and colloid is, of course, out of the question. We do not know of a varnish resin of sufficiently high fusing point to permit of its use. Perhaps the only possible means of applying a transparent color is to make a tolerably thick solution of one of the deeper red water color paints and apply it with a broad, thin brush. In our opinion the best effects can only be obtained by firing the glass, which would, of course, necessitate the

extraction of the carbon filament and mean an expense more than the operation would be worth, especially since red colored globes are purchasable on the market.

To Stain Ivory Billiard Balls.—J. F. H.—A query similar to this has received attention before in our columns. The proper mode of procedure if the balls are old or have been much used is to first deprive them of any grease by washing in benzine. The ball is then wiped dry and immersed in a bath of stannous nitrohydrochloric solution, about 30 drops of the solution being contained in 3 ounces of water. The nitromuriate bath is quickest made by taking equal parts of nitric acid solution (1 in 3) and stannous chloride solution (10 per cent.). The ball is allowed to remain in the bath for a few minutes, after which it is treated to the dye bath. Some recommend a watery dye bath, but if the aniline dye is dissolved in alcohol (wood alcohol will do), the solution penetrates better. A nice red color is obtained by dissolving about 3 grains of carmine in 1 ounce of ammonia water, though a rich red aniline, dissolved in wood alcohol, may answer all the purposes. For blue, methyl blue dissolved in water, 10 grains to 1 ounce is preferred. After the dye has penetrated sufficiently and the ball is dry polish with linseed oil.

To Silver Mirrors.—C. L. K.—This is indeed a query which comes to us with remarkable frequency. For some time past we have adopted the custom of referring querists to back numbers of the *Druggist*, but as it is some time now since we have printed a formula, we shall quote the following, which was devised by Frank Edel. He patterned it after the formula of an itinerant mirror plater. It reads as follows:

SOLUTION NO. 1.

Silver nitrate.....av. oz. 1
Distilled water.....fl. oz. 8
Ammonia water.....enough

Dissolve the silver in the water and add ammonia water gradually until the brown precipitate that is thrown down at first is just dissolved, being extremely careful not to add too much ammonia. But for fear that too much ammonia has been added, drop into the solution a crystal of silver nitrate and shake; if this makes the solution turbid, it is all right; if not, and it clears up, add more silver until it remains turbid. Then filter through a double paper filter, turning back until clear, and add distilled water through the filter till the filtrate measures 16 fluid ounces. Place this in a clean bottle, cork and keep in a cool, dark place over night.

SOLUTION NO. 2.

Sodium and potassium tartrate, oz. ¼
Distilled water.....fl. ozs. 10

Dissolve the salt in the water, place in a porcelain lined dish and heat to boiling; then add 10 grains of silver nitrate and stir thoroughly with a clean glass rod; then boil gently for ten or fifteen minutes or until the solution becomes a gray color. Filter this through a paper filter and turn back until it comes through clear; then add enough distilled water through the filter to make the filtrate measure 16 fluid ounces. Put in a clean bottle and cork, then place in a cool dark place for five or six hours.

When wanted for use, mix:

Solution No. 1.....fl. oz. 1
Solution No. 2.....fl. oz. 1
Distilled water.....fl. ozs. 4

Immediately pour this mixture over the glass, which has been previously cleaned and leveled on some firm support. Then allow to stand until the solution has deposited its silver, about one hour being long enough. Then dip off, rinse by sprinkling, and stand on edge to dry. Lastly, protect with a coat of asphalt varnish.

Tooth Cream.—Q. and C. request a formula for a tooth paste or cream to be put up in collapsible tubes, and add "we don't seem to be able to make one of the proper consistency using glycerin."

We think our friends will find upon investigating the composition of their paste that the trouble is not with the glycerin, but with the make up of the solid ingredients. Chalk, magnesias and soap are among the first necessities for the manufacture of a satisfactory cream or paste, and a simple composition of these, with glycerin added in the proper proportion, will yield a paste that will not readily separate. However, a finished formula is what is desired, and we give the following:

Powdered soap.....drams. 2
Powdered talcum.....drams. 4
Calcined magnesias.....drams. 4
Precipitated calcium carbonate, drams. 4
Precipitated calcium phosphate, drams. 4
Solution of carmine, N. F.....q. s.
Glycerin.....q. s.
Oil of wintergreen.....drops 3
Oil of sassafras.....drops 3

The powders should be intimately mixed in a mortar and sieved repeatedly, the more the mixed powders are sieved the finer will be the resulting product. To the mixed powders of the requisite degree of fineness add the carmine solution and incorporate thoroughly with the pestle; pass through a sieve twice. Now add the flavoring oils, and after these are thoroughly distributed throughout the powder begin to add the glycerin—a few drops at a time until a cream or paste of the desired consistency is obtained. A portion of the glycerin is sometimes replaced by a corresponding amount of honey, but honey is not so suitable for use in a paste which is to be put up in collapsible tubes.

Indelible Ink.—G. F. D.—We are unable to give you the formula asked for. Indeed, we feel a hesitancy about giving any formula whatever for marking ink, the results from the bulk of these in use, and for which formulas are given being so generally unsatisfactory. We refrain from quoting any of the time honored formulas which turn

out ammoniacal solutions of silver tartrate and give the formula of a new two-bottle solution, which is highly recommended by MacEwan. This is a mixed aniline and salt solution, and has the following composition:

BOTTLE A.

Aniline	dr. 1
Paratoluidine	grs. 10
Diluted hydrochloric acid	dra. 2
Mucilage of acacia	dra. 2

Dissolve the paratoluidine in the aniline, add the acid and the mucilage and mix.

BOTTLE B.

Copper chloride	grs. 40
Sodium chloride	grs. 80
Ammonium chloride	grs. 20
Potassium chlorate	grs. 20
Distilled water	dra. 5
Mucilage of acacia	dra. 8

Boil the water and dissolve the salts in it, add the mucilage, and mix.

The following directions for using the two-bottle solution, together with a form of label suggested, are taken from "Pharmaceutical Formulas":

For writing equal parts of each solution should be mixed immediately before use. The ink is put up in cases containing a bottle of each solution and a small earthenware dish in which the ink is mixed, together with a quill nib, as a steel pen must not on any account be used. Cases containing two empty 2 dram square phials (lipped) and an earthenware dish are sold by druggists' sundriesmen. The box should be labelled as follows:

Directions for Use.—Shake the bottles and mix two or three drops from each one in the palette contained in the box, and stir with the quill nib, when the ink is ready for writing, which should on no account be done with a steel pen. The quill or a gold pen should be used.

The writing must on no account be heated, and should be allowed to remain a day or two before washing. The first washing turns the writing jet black.

N. B.—Keep the bottle well corked, and do not mix the contents, except in the manner described.

Correspondence.

Re-registration and the Model Law.

To the Editor:

Sir.—It was Professor Beal, of the American Pharmaceutical Association, who said: "An ideal law would be possible of enactment only in an ideal community, and if communities were ideally perfect such a law would be useless." Quite correct. In other words, so long as we live in a corrupt community let us enact the most corrupt laws possible. In the new pharmacy law, Section 192 (K.), "Annual Re-registration," as far as I can make out, should read "Annual Re-registration Robbery."

It would take too much space to go into details to show the inconsistency of that law, but a careful analysis of that law will convince any reader that my statement is correct. Let them read Section 200, Subdivision 3; Section 194, Subdivision 2; Section 196, Subdivision 1, and Section 192 (K.), they will soon find out who is right.

The Board of Pharmacy sees a good

thing in fleecing every pharmacist annually of \$2. This will bring in a nice pile of money, and it will also keep a few parasites in a comfortable position. We certainly live in a paradoxical age. When a man steals a loaf of bread we send him to prison, but when stealing is carried on under the cloak of "Law" we glorify the act. As the law stands now it is a menace to pharmacy, and the editors of the pharmaceutical journals ought to feel it their duty to oppose that law.

In no country in the world, no, not even in darkest Russia, do we find such a law, only in our boasted free country, where every shark who can form a party can frame laws to suit themselves. It is regrettable to see that all the pharmaceutical journals which had so much to say about Thimme and the shorter hour bill, and the dignity of pharmacy have nothing to say about this feature of the model law.

But why this quietism? Lange truthfully remarks in the history of materialism that "It is much more the exhaustion of the political energy of the people of antiquity, the disappearance of freedom and the rottenness and hopelessness of the political condition of things, that drives the philosophers of this period into quietism." Are we getting into the same condition?

I am not comparing pharmacy to philosophy, far from it; but reverse that truism and you have the same answer. This quietism exists not only among editors, but unfortunately among pharmacists also; they are the most timid animals on earth; they have grown accustomed to every form of slavery and learned to regard it as pleasant and a matter of course; and, in fact, are so attached to conditions that they have no desire to exchange them for others, even if they can imagine far better ones.

OSCAR B. EPSTEIN.

STAPLETON, S. I.

The New Jersey Association and the N. A. R. D.

To the Editor:

Sir.—It seems that the N. A. R. D. subject must be extremely demoralizing to all parties concerned. It shut out all other subjects from consideration at the meeting of the New Jersey Pharmaceutical Association, and because the association did not do as some of our members and delegates from other organizations wanted to have done we are subjected to reports which are untruthful, because garbled, and you and other journalists who were not present write us up discredibly. The "Circular" gives as near the facts as could be done, but neglects to say that Mr. Gallagher's motion, giving delegates the privilege of the floor, passed unanimously, with the understanding that the privileges of the floor did not bring with it the privilege of indiscriminate participation in discussions. Dr. Brundage, of Brooklyn (who is a member of our association), made a motion "that delegates be permitted to take part in the discussions," but as this point had been thoroughly understood in passing the previous motion the president ruled his motion out of order.

Now, if you will refer to Mr. Perry's report as a delegate from the P. A. R. D. you will find that he speaks of

Messrs. Cole and Gallagher and others' earnest appeal, and closes his paragraph by saying the motion to pay the dues to the N. A. R. D. was defeated by a close vote. The vote was 29 to 14—two to one. The vote at the Elizabeth meeting, which took the New Jersey Pharmaceutical Association into the N. A. R. D., was 25 to 19. Yet no one grumbled. The "antis" owned up beaten, and at Asbury Park turned the tables by a vote of 29 to 14, and, so far as I know, no special effort was made to obtain such a result.

The N. A. R. D. enthusiasts then rush into print, howling at their defeat, saying things not nice nor wholly truthful.

I regret the introduction of the N. A. R. D. subject into State associations, believing the proper place for it is in local city or county organizations, which can fully look after such details as must necessarily be connected with the successful working of the plans as set forth. If you read the president's address at the Asbury Park meeting you will find this suggestion set forth, and it was the principal argument brought forward by other speakers in the debate on the subject. You find no mention of this in Mr. Perry's report.

I have written this with the view of correcting erroneous and incomplete statements sent forth by delegates who seem to think they were representing the N. A. R. D. and not the organization from which they received their credentials, and am willing to have my statements verified by the official report of our secretary.

GEO. H. WHITE.

JERSEY CITY, N. J., June 22.

Would Vote by Proxy.

To the Editor:

Sir.—I have just finished reading the letter by "Middle Section" in the July 9th issue of your journal, and would like to inquire of "Middle Section" through you if he will work to get the Pharmacy law amended at the next meeting of the Legislature so that any licensed pharmacist or licensed druggist may vote by proxy at any election at which one or more members of the Board of Pharmacy for the middle section are to be chosen?

If he wants a fair election we will go in and help get the law amended so we can vote in person or by proxy at any one of the morning sessions of the association meetings. Let us hear from him and get the movement started.

HARRY L. METZGER.

302 JAY STREET, ROCHESTER.

Phosphorescent Prints on Paper.

The following formula is given by the "Scientific American" for obtaining phosphorescent prints upon paper: Water, 500 Cc.; white gelatine, 125 grammes; glycerine, 1 gramme. The solution is made over a water bath, and while the mixture is well stirred 350 grammes of phosphorescent sulphide of calcium, mixed with a little sub-nitrate of bismuth, is added. The paper is coated with two layers of the mixture, and afterward a layer of copal varnish or shellac may be given if it is to be much exposed. This process is said to succeed very well either with negatives of superposed objects.

Advertising Ideas.

Under this heading we shall conduct a practical discussion of store methods and advertising for retail druggists. The Department Editor will be pleased to criticize advertisements, suggest improvements and answer all questions coming within the scope of this department, provided they are accompanied by the name and address of the writer.

ULYSSES G. MANNING,

DEPARTMENT EDITOR.

THE BOGY MAN.

THERE'S a fearsome individual who seems to be a perpetual source of concern to a lot of druggists. He stalks into all their councils, he is the skeleton at their feasts, he is a specter that forever looms up in the way. This boggy man has a name—it is "Competitor."

Competitor cuts a needless amount of ice in our business calculations; he is commonly given far more thought and attention than he deserves. It is well enough to calmly size Competitor up, classify him, and assign him to his proper niche. Having done this, stop worrying about him. I know your competitor, know hundreds of him, and as a rule find him an easy going individual who has troubles of his own; a man who cannot possibly do you any injury. And yet before you make any move you stop to consider what Competitor will do or think about it—a good many of you do. You don't want to advertise that article because Competitor advertised it a while ago. You hesitate to put this line of goods in the window because Competitor has as good or better an assortment. You fear to quote an effective price because Competitor will see it. You neglect to tell the truth sometimes because it occurs to you that Competitor will think you are lying. You fail to get enthusiastic in describing goods in your advertising because in imagination you hear Competitor saying "rats." What's the use of making a boggy out of a harmless competitor? Nine times in ten he is a man who will let you walk away with far more than your share of the business without making any effort to head you off. What is it your competitor can do? The wisest thing he can do is to pay no attention to you at all, but to push his own business in his own way, just as you should do. If he is a fool he may feebly imitate you or refer to you in his advertising. You can't object to that because the more he does it the more good he will do you. He can't say anything against you privately that will hurt you; such methods will dis-

gust his own customers. Competitor can't do anything that will amount to anything except to mind his own business.

The moral of all this is this: In nearly every town there is some one druggist who deserves to lead. He frequently fails to lead just because he won't, because he overrates the strength of his

A Furniture Polish

that will clean and brighten up your furniture without the slightest injury is much desired. We have one, made from the receipt of an old piano case polisher. Furniture that has become dingy and marred can be made to look like new with this polish. It is put up in 10c. bottles. We sell it under a guarantee that if you are not suited, return it and get your money back at

Babbitt's

Sold 72 bottles.

competitors or has exaggerated fears as to what they might do to him if they took the notion. If these competitors are the average ones you might as well forget that they exist. Push your business, push it hard; before the average competitor wakes up you will be so far in the lead that he can never overtake you.

The Prize Advertisement.

The American Druggist offers a prize of books to the value of \$2, each issue, for the best retail druggist's advertise-

ment. The prize is this time awarded to Chas. A. Smith, Atlanta, Ga.

Honorable Mention.

Ferte's Pharmacy, Butte, Mont.

C. J. Countie & Co., Boston, Mass.

C. O. Babbitt & Son, Corry, Pa.

L. Rockefeller Co., Englewood, N. J.

CRITICISM AND COMMENT.

An Artistic Folder.

The prize is this time awarded to Chas. A. Smith, Adv. Mgr. Jacobs Pharmacy, Atlanta, Ga. The advertisement selected is a six-page folder on hair tonic, and the essential portions of it are reproduced. The attractive character of the folder influenced the decision as much as the text. The paper was light green enameled stock upon which dark green ink was used. The title page was a half tone from a wash drawing, the text being: "Some light on the subject of treating dandruff."

Office Boy or Devil.

The Newbro Drug Company, Butte, Mont., submit two settings of the same ad. with this comment: "See the difference between an ad. well set up and one set by the office boy or the devil." Neither devil nor expert has distinguished himself in the setting of the ad. What I take to be the devil's effort is commonplace; the expert's job is top-heavy and out of balance. The displayed heading is: "In 'Darkest Africa' or in 'The light of Asia' you can load the Eastman Kodak." This is entirely too much of a heading, and when to it is added several other displayed lines dispersed throughout the text the effect is ragged. One strong heading is all any ad. can stand, and it should consist of few words. "In Darkest Africa" would have been sufficient. Nothing is gained by trying to emphasize every other sentence by setting in display. It's like the game of shouting proverbs; confusion results. Printers are prone to over display, and when, as in this instance, they force up a meaningless line like "wherever there is," by displaying it, they are in no position to throw stones at the devil.

An Ad. That Pulled.

Editor Advertising Ideas:

I am a constant reader of your department, and herewith enclose three ads. The polish ad. sold polish. Last year I had a polish ad. and ran it two weeks, advertising the same polish in 4 oz. bottles at 15 cents, selling only one or two bottles. This year I used a 2-oz. panel bottle at 10 cents, and this ad. enclosed has sold 72 bottles, and the sale is steady now right along. Would be pleased to have you criticize these ads.

Corry, Pa.

Frank T. Babbitt.

It is always interesting to see an ad. that has brought large returns, but it is often difficult to find the reason for the results in the ad. The furniture polish ad. is a good one, but no better than others submitted by this advertiser. The marked results are due, I think, more to the timeliness of the ad. and the popular price of the preparation than to any merit of the writing. If so, this is another illustration of the fact that it is not so much the way you say it as what you have to say that counts in advertising, a point that nine-tenths of the advertisers fail to

see. There is no attempt at brilliancy or smartness in this ad., it is just a plain statement of fact, and it has the strength of simplicity and sincerity. The setting of these ads. can be greatly improved. The border is too heavy and too black and the display type is too small. The display type in most of the ads. is an old style condensed face totally unsuitable for such uses. It will pay this advertiser to invest a few dollars in display type for his exclusive use.

Permanent Catchlines.

Editor Advertising Ideas:

I send you another batch of our advertisements as they appear each week in our local papers. What I would most like to know is whether in your opinion the idea of having a permanent head and foot is a good one, and whether you consider the change in form and style of the ads. an improvement. I do not intend to change the form again for some time.

L. Rockefeller Co.,
Harold Allen, Pres.

Englewood, N. J.


The ads. of this firm were very dis-

deckle edge paper of a sage green tint, and is printed in ink of same color. It is a folder, printed on three pages only with two or three inner margins. It would be difficult to improve either text or printing.

The other folder advertises Magda Toilet Cream, and is supported by testimonials from Mme. Modjeska, Maxine Elliott, and about fifty other theatrical lights. While this circular is good it strikes me as not being quite as good as the opportunity warrants. Possibly this is only a subsidiary piece of advertising, in which case it will do. Otherwise the service of an artist and an expert typographer can be employed to advantage.

Prescription Slips.


Two small slips have been received, which are presumably inclosed with finished prescriptions leaving these respective stores. One of these follows. The idea is good.



DANDRUFF

In a scurf which forms on the scalp or skin of the head, and comes off in small scales or dust. "It is the popular name for a disease of the scalp. The primary seat of this disease is the outer skin, but in the advanced stage it attacks the hair follicles and destroys the vitality, causing it to fall out. The great point to be aimed at in the treatment of the affection is to destroy the cryptogenic parasite, and to eradicate its germ. For the purpose, Sage Dandruff Cure should be used regularly every other day. (The scalp should be washed well with pure tar soap and warm water once a week.) It does just what an effective remedy must do—it rids the scalp of all dandruff or humors; it then softens the scalp and increases the circulation, and by this means, increases the nutrition of the hair follicles. Every bottle is guaranteed, therefore you are free to try it. If it fails to give satisfaction, your money will be refunded.


Sage Dandruff Cure, 60c.



THE HAIR

An ordinary hair consists of a shaft and a bulb. The shaft is that part which is fully formed and projects beyond the surface. If we trace it to the skin, we find it rooted in a follicle in the cutis, or true skin, or even in the connection or cellular tissue beneath it. The hair grows from the bottom of the follicle. The length to which the hair may grow normally, especially in women, is very considerable. To keep the hair healthy and abundant, the following treatment is best adapted: Use tar soap (any good make), with warm water, and wash the scalp thoroughly, the head being held over a basin during the process; this will clean the scalp and carry away the scurf. After this the hair and scalp should be treated with Sage Dandruff Cure, which should be applied three or four times a week (the scalp should not be washed oftener than once a week). Grayness of the hair in early or advanced life results from deficient secretion of pigment. Sage Dandruff Cure stimulates the follicles of the hair, supplies the color secretion, nourishes the scalp, maintains cleanliness and glossiness and prevents grayness.

Sage Dandruff Cure, 60c.



BALDNESS

Baldness is not necessarily the consequence of age, it may arise from atrophy of those parts on which the hair depends for nutrition. It generally commences on the crown of the head, where the supply of blood is naturally less abundant. Women have a greater supply of soft tissue under the skin, therefore the vessels are less likely to be interfered with; hence they are not so frequently bald as men. The causes of baldness are the defective supply of nutrition, as just mentioned, mental work or worry, late hours, dissipation, severe illness, or general debility. The proper treatment of baldness consists in attention to cleanliness and in exciting the languid circulation of the scalp to greater activity by using Sage Dandruff Cure and by the use of a hard hair-brush. If the baldness is caused by a constitutional debility, tonics should be administered also. If this treatment is adhered to for one month, downy white hair, like that of an infant, begins to grow, which will acquire the color and vigorous appearance of the former growth.

Sage Dandruff Cure, 60c.

The Prize Advertisement.

tinctive before the change of setting, owing to their being set in one style of type with plenty of white space and surrounded with a neat border. This style has not been greatly departed from in the present series, a panel being added at both top and bottom. In the top panel the following catch lines are run constantly:

Rockefeller Quality—The Highest.

Rockefeller Prices—The Lowest.

The firm name is placed in the panel at the foot of the ad. The change is an improvement and can well be adhered to, though I would prefer a catch line that could be expressed in one sentence like "Best for less at Rockefeller's." It would occupy less room, and would stick in people's minds better.

High Grade Circulars.

O. J. Countie & Co., Boston, send a couple of very attractive circulars. One, the announcement of the opening of a branch store at Nahant, is on heavy

About Our Prescription Department.

(At 16th and Dodge.)

Our Prescription Department has the following manifest advantages:

1st. It is located in the large and airy basement, immediately under our store, where we have plenty of room for compounding, also for storing our very large stock of Chemicals and Pharmaceuticals, which enter into prescriptions.

2d. We have an ample force of Graduate Pharmacists, who do nothing but compound prescriptions and manufacture such articles as are needed for this work.

3d. Every prescription is re-checked by two pharmacists, thus minimizing the chance of error.

4th. When prescriptions are left at our store they are at once assigned to a prescriptionist, who immediately devotes his attention to the compounding of same, and is not interrupted in his work by being obliged to wait on trade. Thus no person is obliged to wait any longer than the time actually required for the compounding of his prescriptions.

5th. We have several messenger boys on duty from 7.00 a. m. until 11.30 p. m., and when necessary medicines can be delivered with the greatest dispatch to any part of the city.

6th. Patrons who are waiting for prescriptions to be compounded should remember that it is our endeavor at all times to "hurry up" prescription work as much as is consistent with good, safe, accurate work, but it should also be borne in mind that the details of compounding a prescription for even a few powders or capsules sometimes require time quite out of proportion to the amount of the medicine dispensed.

Sherman-McConnell Drug Co.

THE PARIS EXPOSITION.

Review of Some of the Pharmacy Features.

The Pharmacy features of the Paris Universal International Exposition of 1900 are greatly in evidence. As regards the Exposition, as a whole, it is the opinion of our British contemporary, "The Chemist and Druggist," which gives a very comprehensive and entertaining survey of the exhibits that "the present Paris Exposition is superior to all others which have hitherto been held in bringing together the industries of the European Continent more fully than has ever been done before." The section devoted to the chemical arts and pharmacy is situated in a portion of a palace on the right of the Chateau d'Eau. Great Britain, Germany, Russia, Belgium and Italy are on the ground floor, the galleries immediately over these countries being devoted to France, the United States, Austria, and the smaller exhibits.

Exhibit of Salts of Cinchona Alkaloids.

Many fine specimens of the rarer chemicals used in pharmacy are shown in the British section. For example, a large jar of basic quinine sulphate forms a nucleus, so to speak, for a collection of the salts of cinchona alkaloids, as they are commercially produced and put on the market. One form of quinine sulphate is in compressed blocks, each weighing 1 ounce. The difficulty of obtaining quinine salts absolutely free from the inferior alkaloids is well illustrated by a sample of quinine bisulphate which is the acme of purity, the fine specimen being the fiftieth crystallization. Of course, the inferior alkaloids are left in the mother liquors. These salts are shown in the exhibit of Howards & Sons, of Stratford, Essex.

Opium Derivatives.

Acid sulphate of morphine is exhibited for the first time. It is a salt soluble in about an equal weight of water. Apomorphine, acetyl-morphine, di-acetyl-morphine, ethyl-morphine and benzoyl morphine are presented as hydrochlorides, and a new apomorphine salt (the hypophosphite) lately introduced by Messrs. Macfarlan for hypodermic injection, are shown by I. F. Macfarlan & Co., of Edinburgh.

A Lavish Display of Alkaloids.

The exhibit of T. & H. Smith & Co., of Edinburgh contains a lavish display of alkaloids, principally of opium. In front are two large glass jars, containing beautiful specimens of codeine and morphine. Between these is another smaller one filled with cryptopine, and in front a smaller quantity (about 1 ounce) of cantharidin in pure white acicular crystals. Above are large blocks of morphine hydrochloride and morphine sulphate. Theine, in peculiar, silky, white tufts, is shown in considerable quantity, as also caffeine, which looks duller and more like cotton-wool in the jar. There are 4-ounce quantities of thebaine, piperine (in lumps), papaverine, and meconic acid. Here and there over the stand are varieties of opium in original packages—Australian, Tokat, Smyrna, Persian (the

last in square pressed cakes like gingerbread and also in wrapped "fingers"), China (in green-paper wrappers), Salonica (in squat lumps), and Egyptian. In the back portion of the case three large glass pans corresponding to those in front are filled with xanthalline (in fine white powder), xanthalline hydrochloride and nitrate, the former in light-yellow and the latter in orange crystals. Strychnine crystals and strychnine salts are present in the same profusion, and jalap-resin in crystals and powder.

Lyman Sons & Co., of Montreal, make a good show of galenicals, consisting of tinctures and fluid extracts.

Hungarian Pharmacy.

Hungarian pharmacy is well represented. The firm of Mihalovitz (Debreczen) show fluid extracts for making syrups of chamomile, orange, lemon and maiden-hair. Curiously shaped ear bougies, having a gelatin base, and pessaries shaped like spheres. Brazay (Budapest) shows "L'esprit de sel," an external remedy in triangular bottles, with green labels. Bayer (Budapest) exhibits plasters, purgatif au tamarin-dien (8-ounce bottles), eucalyptus dentifrice, syrup of the albuminate of iron, and "Vin de Condurango." Dr. Egger (Budapest) has a cloudy syrup of the hypophosphites and some cod-liver oil capsules the size of walnuts. He also shows sublimate pastilles put up in red bottles. Zoltan (Budapest) shows "Crem de Fonohon" and other proprietaries. Nemet (Jemesvar) exhibits a lead and sulphur hair-restorer and "Crem Margaretha."

French Pharmacy.

One of the first things which strikes a pharmacist on visiting the French Pharmaceutical Section, says the representative of "The Chemist and Druggist," is the lengths to which his confreres have gone in producing aseptic conditions in their preparations. Ampoules are used as the method of packing many of these goods. They are glass tubes, drawn to a point at each end and sealed in a flame after they are filled. M. Naline exhibits in this form aseptic eye-drops, M. Fournier serums. M. L'Abelonye adopts the method for packing ergotin de Bonjean, whilst another exhibitor puts "saline solution" in ampoules.

M. C. Tanret's case is an object-lesson to pharmacists, the chief things shown being active principles discovered by the exhibitor. In order of time these fall as follows: Pseudopelletierine, which M. Tanret separated from the bark of pomegranate root and stem in 1879; the alkaloids of pomegranate are all tannicides. Waldvine was separated from the powdered fruit of Simaba Waldivia in 1880. The glucosides piceol and piceine shown were isolated from the leaves of Pinus Picea in 1894. Inosite, which MM. Tanret and Villiers separated from Juglans cinerea, was first called nucite, but was afterward shown to be identical with inosite. Inosite is here shown in the right and left varieties, the lefthanded kind being a product of quebracho-bark. Quebrachite, another sugar, was prepared from Aspidosperma Quebracho in 1879. Rhamnose, the last of M. Tanret's finds, was isolated from one of the Rhamni last year.

United States Exhibits.

Wm. R. Warner & Co., of Philadelphia, are credited by our contemporary with making an imposing show of pharmaceutical products. The exhibit is arranged in tier-form, the top shelves crowned by huge vases of quinine, pills and jars of callsaya elixir. The other shelves hold samples of the special lines of this firm. Sugarcoated pills bulk largely, and are noticeable from the variety of colors in which they appear—all shades of red, blue, yellow, green being represented, in addition to black and white coating. The contents of the pills are, of course, more varied than the coatings. Granular preparations are represented by "bromo-soda," "kissingen," and "soda phosphate." Hypophosphite syrup and "tono sumbul" are here in large show-vases.

Seabury & Johnson, New York, have an exhibit, and are represented by Mr. Smith, of Fassett & Johnson (London), who was making things smart for the visit of the jury of awards. Most of the goods shown are familiar to chemists. The belladonna-plaster is specially labelled that it conforms to the British [and U. S. P.] Pharmacopœia standard. Kidney and rheumatic plasters are good lines, and there is a long list of antiseptic dressings in airtight containers. Moist gauze in bottles is shown, as well as five qualities of dry gauze. The cuspidors for phthisical patients are not new, but have lately increased in sale, owing to the attention given to the infectiousness of tuberculosis.

The American proprietaries shown include Williams's shaving-soap, antikamnia tablets, the Coke dandruff-cure of Brewer & Co., "Listerine," shown by Lambert Pharmacal Co. (St. Louis), Kautnow's powder, and sen-sen. Glycozone, hydrozone and Marchand's eyebalsam are displayed by C. Marchand, who has taken care to have a booklet printed in French to describe the virtues of his exhibits. Paul Rieger (San Francisco) shows Californian perfumes, cream of lemons and Mrs. Webb's medicated healing-soap.

The H. & G. Hotchkiss International Prize-Medal Essential Oil Co., Lyons, N. Y., display the essential oils for which they are so well known—e. g., peppermint and spearmint.

American perfumery is well represented by Colgate & Co., New York, who show perfumes put up in fine style. Violet toilet-water is a recent introduction, and we picked out a nicely-got-up shaving-soap in round cases. The Cashmere bouquet and soap are there.

Cuba.

M. J. Marquez, of Havana, shows an emulsion which "he invented in 1830 and perfected in 1840." It appears to be the usual cod-liver oil and hypophosphites emulsion, put up in 4-ounce wide-mouthed bottles with gilt metal caps. Quinine-wine, anti-dyspeptic cream, "Licor Balsamica" (evidently a cough-mixture), glycerophosphates and pepsin-wine, bromide of potassium, and various other pharmaceutical specialties are nicely exhibited by F. J. Barrinet, of Cardenas, Cuba; while Robeato & Beguirisagin, of Sagua la Grande, have a spirit show. It is a corner stand, and consists simply of about fifty gallons of alcohol in 1-gallon glass bottles; "El Inferno" is the brand.

American Food and Drug Stuff.

In the United States section of beverages and food stuffs, canned goods are largely in evidence. The reporter of "The Chemist and Druggist" gives first place to Armour & Co., of Chicago. "Pre-eminence in point of interest, as well as in extent of area," he says, "must be given to Armour & Co., of Chicago." He goes on: We are not quite certain of the number of exhibits this firm have: we counted six, but several more seemed to be cropping up after we thought that was the lot. Once upon a time a single case devoted to canned goods sufficed to contain the principal manufactures of such a firm as Armour; nowadays fresh meat and canned meat are subordinate in importance to the by-products of the slaughterhouses, for it is from these that the profits come. Now we find an entire case devoted to bone oil, bone black, Prussian blue, carbonate of ammonia, cyanide and ferrocyanide of potassium, dried blood, nitrogenous and animal charcoals, glue, gelatin, soap and many other things which are literally reconverted offal. Then comes a case full of Armour meat-extracts, Vigoral, soluble beef, ext. carnis et albumosi. The pepsines and other animal enzymes make another important group, while the introduction of animal medication accounts for the saving of such things as the pituitary body, thymus and thyroid glands and ovarian substance. It is evident that a Chicago pork king is nowadays a man of the widest possible interests—one who has taken science to his aid in the most thorough manner, especially chemistry and physiology; and if commercialism is still the directing force, it is well to know that science has made competition possible by showing how the waste products can be utilized.

Libby, McNeil & Libby, another large beef-packing firm, show a complete model of their packing-house, with all the details, saving the smell, which makes Chicago horrible. The miniature building is illuminated by 120 electric lights.

Acidulated gelatin and gelatin (sheet, shred and lumpy) in quantity are specialties of the Anker Manufacturing Co., New York. They also prepare bouillon capsules, and a novel combination called "liquid bouillon and junket" in capsules.

[We reserve for a later number the fullest particulars of the chemical and pharmaceutical exhibits in the United States Section of the Exposition, written by our own Commissioner.—Ed.]

P. A. T. A. of Canada.

The above stands for the Proprietary Articles Trade Association of Canada, which is to hold its third annual meeting at the Queen's Hotel, Toronto, on July 24-25 next. The secretary-treasurer of the P. A. T. A. of Canada is L. S. Levee, 179 King Street West, Toronto.

Another Cutter Fails.

John Turner, who has been running The Trenton Drug and Chemical Co., of Trenton, Tenn., on the "cut-rate plan," has made an assignment. His liabilities are placed at \$4,000.

Illinois Association

IN CONVENTION AT CHICAGO.

IMPORTANT ACTION OF THE ASSOCIATION.

None But Registered Pharmacists Can Now Be Members.

Chicago, July 17.—The long expected struggle came on the opening day of the Illinois Pharmaceutical Association's meeting, and the friends of the present pharmacy law won. After a short, sharp debate, in which the members of the State Board and the druggists in good standing were arrayed against a strong opposition, it was decided that no one but a registered pharmacist could be a member of the association.

To Limit the Membership.

The following resolution was adopted by a vote of 53 to 26:

"Resolved, That all names on the roll of regular or associate membership of the Illinois Pharmaceutical Association not those of registered pharmacists in the State of Illinois be dropped subject to reinstatement at the pleasure of the association as provided for by the constitution."

Directed Against Prof. Hallberg.

Although no names were mentioned, it was known the moment President Schmidt's gavel dropped that Prof. C. S. N. Hallberg was no longer a member of the body. He became especially strenuous in opposition to those who were backing the measure, but was told to sit down on the point of order that he no longer was entitled to a voice on the floor. The resolution was introduced by John I. Straw, who said: "It has come to a pass where the reputable druggists either must assert themselves or see the association go to ruin. If the better element cannot remain in control I say it would be better to see this body disrupted now than to have things go on as they have been going."

Mr. Straw's words were greeted with vigorous applause, and it was not many moments later before the vote was taken that resulted in the passage of the above resolution.

Meeting Held Under Favorable Auspices.

The meeting was held at the Chicago Beach Hotel, where the druggists enjoyed the cool Lake breezes while the routine business went on. The attendance was fair, and there were many men there who are known all over the United States. Several reports were read, but the most important feature of the first session was the address of President Fred M. Schmidt, of Chicago, which contained a strong plea for organization.

ADDRESS OF PRESIDENT SCHMIDT.

In the opening sentences of his address President Schmidt spoke of the need of an infusion of new blood, that is, the addition of new names to the list of membership. The history of all organizations proved, he said, that if an industry were well united it always succeeded in obtaining its righteous demands. Without organization it is almost impossible to advance the common interests. "Organization," he continued, "is the watchword and demand of the hour. This tendency must be recognized by all. For this reason

every druggist should join some organization of druggists, and why not this one? For only through a membership of some organization of druggists can he add his voice and influence to the National Association of Retail Druggists.

The Corner Stone of the N. A. R. D.

Passing from the American Pharmaceutical Association, to which he paid a splendid tribute, saying that no other organization had done so much to advance pharmacy and elevate it, and bespeaking for the A. Ph. A. a more general recognition by a larger membership, he touched upon the organization of the National Association of Retail Druggists, and adverting to the fact that this association had been managed upon a conservative basis with the one object in view of relieving the retail drug trade of the abuses that were undermining it, said the plans of the association were well calculated to produce the desired end. The end was being achieved by bringing the manufacturers of proprietaries, the jobbers and the legitimate retailers together. "This," said President Schmidt, "is the corner stone upon which the N. A. R. D. has been building its success. After indefatigable work and efforts of the officers and the members of the Executive Committee of the N. A. R. D., they have succeeded in inducing sixty-nine of the leading manufacturers of proprietary medicines to adopt a definite list of jobbers as distributors of their products, those jobbers to agree that they will not sell to aggressive cutters."

Be Not Discouraged.

He closed his reference to the N. A. R. D. by urging upon druggists "not to become discouraged at the apparent slow progress of this stupendous piece of work."

He urged the closest relationship between the retail drug trade and the National Association of Retail Druggists, and recommended that the Illinois Pharmaceutical Association as a body and the members of it individually give their hearty support to the national body.

Praise for Mr. Englehard.

President Schmidt dwelt at considerable length upon the injustice of the stamp tax and advocated the repeal of "Schedule B" of the War Revenue act. He complimented George P. Englehard, of Chicago, upon the ability which he had displayed at the hearing before the Committee on Ways and Means of the House of Representatives at Washington, when he set forth in eloquent terms the injustice of the tax and pleaded for its repeal.

Resist Attacks on the Law.

Considerable attention was paid to the pharmacy law of the State of Illinois. President Schmidt admitted that the law was far from being perfect, but

what law is? he asked. None; not even the "model law" of the American Pharmaceutical Association. Meritorious as the last named law was, he considered it defective in one of its most vital points, and that is, that it does not require examination of apprentices. He said he was a firm believer in this fundamental requirement and expressed the opinion that pharmacy would not see much improvement until some reform be effected in this regard. In his five years of service on the Board of Pharmacy he had learned to appreciate how constantly efforts were being made to encroach upon the profession and break down the barrier of the law. He could not understand how druggists could assist in any attempts to weaken the law, and he urged the members to make the strongest possible resistance to all and sundry attacks of this character that were being made under the cloak of regulating imaginary iniquities of the present law.

Good Work of the Entertainment Committee.

The Committee of Arrangements and entertainment was energetic in providing for the amusement of members of the association. An evening at Sans Souci Park and a day on the lake aboard the steamer Iowa were among the good things provided for the members. The committee was composed of John I. Straw, Charles E. Matthews, W. H. Schmiedeskamp, Andrew Scherer, George R. Baker, W. W. Sawyer, John S. Hottinger and Walter H. Gale.

Addresses and Reports.

At the opening session the address of welcome was made by George P. Englehard and the response by Hon. J. B. Mount. The reports of Secretary R. N. Dodds and Treasurer George C. Bartels also were read. Reports of standing committees were read as follows: U. S. Pharmacopoeia, Albert E. Ebert, chairman; Trade Interests, L. C. Deck, chairman; Board of Pharmacy Records, H. Swannell, chairman; Legislation, Louis Lehman, chairman; Apprenticeship and Education, A. A. Culver, chairman; Deceased Members, R. N. Dodds; Report of the State Board of Pharmacy, Hon. W. A. Dyche, president.

Suits over renewal fees was the subject of a report by Mr. Bodemann, who said:

Renewal Suits.

Following out the instructions of your board at its last meeting, I addressed a letter to all delinquents, about 200. The result was most gratifying. When it came to prosecutions, about half a dozen had not paid. S. C. Yeoman informed me that he had concluded to test the constitutionality of the annual fee clause. I called on Mr. Yeoman, procured the evidence personally, and parted with Mr. Yeoman on the best of terms. His case was set for May 28, and continued to June 4. June 2 I was summoned to appear before Judge Ball in the case of the People vs. Yeoman. It puzzled me to see that Yeoman had taken an appeal before the case was tried, but on investigation it was found that a case against Yeoman had been brought in the name of the people for the use of the Board of Pharmacy. February 16 Mr. Yeoman was fined \$50, and the case was appealed. The docket showed me there was no witness, so that if an appeal was to be taken there was no evidence on which to take an appeal. If the purpose of this remarkable case was in fact an honest test, then any fair minded man will agree with me that the attorney for the plaintiff and defendant should have notified this board without making a twist in the firm's name, so as to make two firms out of the same concern. Mr. Brady stated in court that this was an agreement with the State's Attorney's office; the State's

Attorney's office declares that if any one had been approached on such a proposition the board would have been notified. When this mysterious appeal case was called in the Criminal Court the firm of Brady, Brady & O'Donnell asked to have it dismissed, but our attorney, Kitt Gould, insisted that the case be dismissed on motion of the plaintiff regardless of Brady & O'Donnell or O'Donnell & Brady. If the case tried by us June 4 against Mr. Yeoman comes up for appeal, it will be our case with our witness and with our attorney to represent the State, and not one firm with two names representing State and defendant at the same time. Drawing conclusions is not what I am here for. I leave that for the pharmacists of this State, who are in my opinion the judge of what is fair and square in dealings, even with the Board of Pharmacy. W. BODEMANN.

Mr. Bodemann also read the following

Report on Prosecutions.

"Since January 1, 1900, we have prosecuted 64 cases, of these 30 were druggists and 34 were not druggists. Out of the 34 non-druggists 20 firms were selling patent medicines, 6 were running drug stores and were not registered and 7 were grocers. One was running a department store. How many cases have been brought by outsiders are unknown to the board. One case was brought in the name of the People for the use of the board, when the board knew nothing about it until it was called in a higher court. Were I, as chairman of the Committee on Prosecution, to consult my personal comfort and happiness, I would prefer to abolish all prosecutions. But can we do that? Hardly a day in the year passes without a request for prosecutions. These requests come from two different classes of registered pharmacists. One class are the owners of pharmacies who live up to the law, employ registered pharmacists and insist that their competitors do likewise. The other class consist of the clerks who are out of work because, as they claim, too many pharmacies are operated without the required help of registered pharmacists. In some instances run by apprentices. The drug clerks of Illinois are organized and have established a Committee on Pharmacy Laws, and we received numerous official requests from that committee to bring prosecutions. Here I wish to say that not 50 per cent. of the complaints received were deemed 'well taken.' In a number of cases I regret we could not convince the complaining party of the existing condition—because the complainant was anonymous. In several cases where we obtained the verdict we were requested by reputable members of the association not to insist on payment of the fine, because the assertion was made that the store of the respective defendant was mortgaged up to the muzzle, and daily receipts of the store did not exceed \$1.75. In conclusion, I repeat that I sincerely wish we did not have to prosecute. If I received a per diem for every working day in the calendar year it would not compensate me for the unspeakable annoyance I have put up with in being the recipient of abuse and billingsgate and witnessing scenes of misery such as I never dreamed of before I acted on the board. But as I said before—on one side is the law—on the other the violator—on a third side the complainant. I have sworn an oath to do my duty—nobody has an oath on record to violate the law, and I shall go on to do my duty as best I know, as long as I am called upon to administer the law.

***The foregoing completes the work of the first day's sitting. A full and detailed report of the meeting will appear in the next number of the AMERICAN DRUGGIST.

Arkansas Association.

After a three days' session, held at Little Rock, the Arkansas Pharmaceutical Association, on June 14, adjourned to meet May 21, 1901, in Little Rock. The three days' meeting was a success from every point of view, the sessions being well attended and harmonious.

The following officers for 1900-1901 were elected: President, E. F. Klein, of Hot Springs; first vice-president, W. L. Dewoody, of Pine Bluff; second vice-president, M. A. Elsele; secretary, Jas. A. Ginocchio, of Little Rock; treasurer, John A. Jungkind, of Little Rock; Executive Committee, Chas. K. Lincoln, J. B. Bond, Jr., J. F. Dowdy, Little Rock.

Ohio Association Meets at Put-in-Bay.

The twenty-second annual convention of the Ohio State Pharmaceutical Association opened Tuesday, June 19, at 8 o'clock p.m., in the Hotel Victory, Put-in-Bay, Ohio, with President De Lang in the chair. The attendance at this meeting, including the ladies, approached close to 250. The first session was devoted chiefly to the reading of the president's address, which was referred to a committee for consideration.

The second session opened at 10 a.m. on Wednesday. The report of the Pharmacopoeial Committee was presented, and considerable discussion was had regarding the subject of courses of study in pharmaceutical colleges. The association took action supporting the work done by Dr. Geo. F. Payne, of the American Pharmaceutical Association, in raising the standing accorded to pharmacists in the army, navy and marine hospital service of the United States. It was resolved to notify the National Association of Retail Druggists of this society's indorsement of their views on the subject of trademark protection of foreign products.

Papers Presented.

Prof. Joseph Feil read a very opportune paper on the progress in raising the standard of education among pharmacists, entitled "The Next Step." A table and paper was presented by Prof. Theodore Wetterstroem, of Cincinnati, on the comparative alcoholic strength of proprietary articles. The treasurer of the association, J. H. Von Stein, presented a prize paper, entitled "What Constitutes a Good Member?"

The third session was called to order at 3 p.m. on Wednesday. The discussion of the president's address was the chief feature of this session, followed by the report of the Ohio Board of Pharmacy, the secretary's report, a prize paper on druggists' protective fire insurance by John Weyer and the report of the Committee on Insurance.

Officers Elected.

Officers for the ensuing year were elected as follows: President, B. S. Young, Ada, O.; first vice-president, O. N. Garrett, Hillsboro; second vice-president, J. O. Connor, Urbana; Executive Committee, J. H. Brinker, Bellevue; A. W. Kiler, Columbus; Albert Wetterstroem, Cincinnati; permanent secretary, L. C. Hopp, Cleveland; permanent treasurer, J. H. Von Stein, Upper Sandusky.

A committee on time and place of next meeting reported in favor of leaving those matters to the incoming president, which report was adopted. The following names were selected from which the Governor shall choose a member of the Board of Pharmacy; W. H. Miller, New Philadelphia; C. W. Tobey, Troy; W. H. Styer, Marietta; J. H. Von Stein, Upper Sandusky, and Frank Amann, Portsmouth, O. Delegates to the National Wholesale Druggists' Association convention at Chicago in September, 1900, were elected as follows: John Byrne, Columbus; Alfred De Lang, Cincinnati.

The fourth session was called at 9 a.m. on Thursday, and was devoted to the discussion of trade protection and the formation of an auxiliary society among the druggists of the State for

purposes of mutual protection and the furtherance of the legitimate drug business. Definite action was taken by the association providing for the formation of such auxiliary society. The Committee on Pharmacy Laws was authorized to employ a person to watch out for hostile legislation and apprise the committee of it. Twelve new members were received into the society.

A very prominent feature of this meeting was the elaborate programme of entertainments and contests devised by the Entertainment Committee, of which O. B. Hannan, of Cleveland, was chairman, and P. W. Drackett, of Cincinnati, was secretary. A refreshing game of ball was played on the hotel grounds; a stone throwing contest was participated in by the ladies; there were progressive euchre games, a tug-of-war, a button sewing contest, a cake walk, a mock trial, a three-legged race and other amusing pastimes.

Nebraska Association.

The pharmacists of the State of Nebraska, represented in the State Pharmaceutical Association, met in annual session at Beatrice, June 5, 6 and 7, and after indorsing the work of the National Association and reaffirming loyalty to the National organization, listening to the reading of a number of technical papers and engaging in games and sports of various kinds, elected officers as follows: President, A. W. Buchheit, Grand Island; first vice-president, W. M. Schultz, Atkinson; second vice-president, Geo. Frater, Louisville; third vice-president, E. H. Dort, Auburn; fourth vice-president, C. E. Hopping, Beaver City; fifth vice-president, P. Strasbaugh, Omaha; secretary, W. M. Tonner, Randolph; treasurer, B. O. Kostka, Lincoln.

Jersey City Druggists' Association.

The Jersey City Retail Druggists' Association held a regular meeting in Phillips Hall, Jersey City, on July 17. President John C. Gallagher called the meeting to order, and Secretary Charles Kuehne read the report of the delegate to the meeting of the New Jersey State Pharmaceutical Association. John Kimpel, Jr., the delegate, recommended that the local association refrain in future from sending delegates to the association. The report was received. The election of delegates to the annual meeting of the National Association of Retail Druggists in Detroit, September 11 to 13, resulted in the choice of Charles Kuehne, of Jersey City. President Gallagher will attend the meeting as chairman of Committee on Trade-Marks and Patents.

Treasurer W. A. Beardmore reported a cash balance at the last meeting of \$74.26; disbursements of \$58.87, leaving a balance on hand of \$15.39. The next meeting of the association will be held October 16.

The latest attempt to place Maryland among the States which regulate the practice of pharmacy by statute and protect the public against incompetency has failed. A bill to regulate the practice of pharmacy in that State was approved by the lower branch of the Legislature and reported favorably by the Health Committee of the Senate, but at the last moment the measure was killed by its professed friends.

MAINE ASSOCIATION.

Combines Business and Pleasure.

Indorses the N. A. R. D.

The thirty-third annual convention of the Maine Pharmaceutical Association commenced its sessions at the Preble House, Portland, on Wednesday, June 11, with President A. M. Robinson, of Bangor, in the chair. It was late in the afternoon before the meeting was called to order and only routine business was transacted. In the evening the members enjoyed an outing to Riverton Park, where a reception, concert and dance were given. The second day's programme was devoted entirely to entertainment features. The party, numbering some two hundred, left the Preble House at nine o'clock, and went in special cars to Portland Pier, where a steamer was taken to South Harpswell. On arrival at Harpswell barges and buckboards were in waiting and the ladies of the party were conveyed to the Ocean View House, where the exercises of the day were carried out. One of the first events on arrival at the hotel was the grouping of the party for the purpose of securing a photograph.

N. A. R. D. Indorsed.

At 11.30 o'clock an adjourned business meeting was called to order by President Robinson in the office of the hotel. The Committee on Resolutions recommended indorsing the work of the National Association of Retail Druggists. A resolution was introduced asking for legislation by Congress in the direction of recognizing the professional standing of pharmacists in the United States army and navy, by creating the title of senior and junior pharmacists for persons serving as hospital stewards, and to make a graded salary bill of \$1,200 per year for seniors, \$900 for juniors and \$720 for the first year of service.

The report of the committee and their recommendations were adopted.

The Committee on President's Address recommended its adoption as a whole, particularly the clause recommending the appointment of at least one delegate to attend the convention of the National Association of Retail Druggists at Detroit. This report was adopted.

Resolutions were adopted on the deaths of Edwin Rose of Camden and Dr. J. F. True, of Auburn.

Twenty-eight applications for membership were received and the applicants elected after the usual formalities.

Association Gets a Gavel.

Wm. D. Grace, of Portsmouth, N. H., in recognition of his election to membership, made brief remarks, concluding the same by presenting to President Robinson for the use of the association a handsome gavel made from a piece of live oak from the old warship "Kearsarge." On the top of the gavel is a silver plate bearing the inscription, "Presented to the Maine Pharmaceutical Association, July 12, 1900, by Wm. D. Grace, Portsmouth, N. H."

The gavel was accepted with proper acknowledgments by President Robinson on behalf of the association.

Generous contributions of money were announced as having been made by the local wholesale druggists, as also New

York and New England wholesale druggists, toward defraying the expenses of the meetings and outings of the association.

Election of Officers.

The Committee on Nomination of Officers, composed of Messrs. Wilson, Heseltine and Fowler, presented the following list of officers for the ensuing year, and they were declared elected: President, H. Boynton, Biddeford; vice-presidents, F. B. Pringle, Augusta; B. P. Moulton, Lewiston; F. T. Cragg, Machias; secretary, Dr. M. L. Porter, Danforth; treasurer, W. J. Drew, Portland.

President Boynton, in assuming the duties of the position thanked his associates for the honor conferred and pledged his best efforts in furthering the interests of the association and asked for the cordial support of the members during his term of office.

A unanimous vote of thanks was ex-



A. M. ROBINSON,

Retiring President of the Maine Pharmaceutical Association.

tended the retiring board of officers for services rendered during the past year.

Committee Appointments.

President Boynton announced the appointment of the following working committees and delegates to attend the various conventions: Committee on Drugs and Drug Market, E. S. Everett, J. E. Gould, George L. Fogg, of Portland; Pharmacy, D. W. Heseltine, Portland; Percy L. Lord, Calais; J. F. Young, Augusta; Legislature, John Coughlin, Augusta; W. J. Hathaway, Houlton; George W. Dorr, Waterville; On Papers, W. A. Robinson, Auburn; S. R. Crabtree, Island Falls; E. T. Bowers, Lewiston; Delegates to American Pharmaceutical Association, A. M. Robinson, F. E. Miller, Bangor; C. H. Sawyer, Biddeford; C. A. Simmons, N. C. Earle, Portland; National Wholesale Druggists, J. E. Gould, H. B. Pennell, George L. Fogg, Portland; Proprietary Association of America, A. S. Hinds, C. M. Hay, Portland; E. C. True, Auburn; National Pure Food Congress, W. F. Jackman, Orono; E. Jordan, Auburn; P. L. Lord, Calais; National Retail Druggists' Association, Dr. M. L. Porter, Danforth.

Several of the traveling men representing well known wholesale firms of New England, distributed to the ladies during the day sample packages of chocolates, perfumery, etc. The party returned, arriving in the city shortly after seven o'clock, when special cars were taken to Cape Cottage, where supper was served. After the supper the party attended the play at McCullum's Theatre.

The convention was a very successful one and much praise is due the following Committee on Entertainment: S. F. Clark, W. H. Norton, C. C. Fales, D. W. Heseltine, E. S. Everett, F. E. Tafts, Blon R. Lane, A. S. Hinds, Fred Sturges, F. H. Wilson, C. D. Bagley, C. A. Fowler, A. Benjamin, Jr., W. B. Harrington.

N. A. R. D. Notes.

Chicago, July 7, 1900.

President Simon N. Jones will attend, on the 17th inst., the meeting of the Virginia Pharmaceutical Association at Ocean View. President Eley, of the Virginia Pharmaceutical Association, writes that a large attendance is expected. Mr. Jones will be present at the North Carolina Association's meeting at Wilmington on the 19th, the forenoon of that day having been set apart for the discussion of N. A. R. D. affairs, in which great interest is felt throughout the State.

The Will County (Joliet), Ill., Pharmaceutical Association, a loyal and vigorous N. A. R. D. society, has called a meeting of the druggists of four tiers of counties in Northern Illinois, to be held July 16 at 2 o'clock in the Palmer House, Chicago. The purpose of the meeting is to organize the Northern Illinois Druggists' Association.

The Committee on Pharmacy Laws is discussing the desirability of calling a meeting of representatives of the various State Pharmacy Boards, to be held in connection with the coming N. A. R. D. Convention at Detroit. In some quarters the project is warmly advocated.

The Durham, N. C., Retail Druggist's Association, comprising every druggist in that city, has joined the N. A. R. D. There is no price cutting.

The restoration of full prices on proprietaries at Knoxville, Tenn., where disastrous cutting has long prevailed, is attracting a great deal of attention. Such practical evidence of the advantage to be gained from organization and co-operation is proving to be immensely advantageous to the N. A. R. D.

It is understood that the status of pharmacists in the service of the United States will be discussed in the forthcoming report of the National Legislative Committee, and that espousal of the cause of these brethren will be strongly urged upon the association. Chairman Stoddard writes: "Wherever pharmacists are engaged in the pursuit of their profession in public service they should have their proper rank, and it is the duty of every association, county, State and national, to lend its prestige to this end."

Neat copies of the constitution and by-laws may be had of the national

secretary free of expense. State how many you can distribute to advantage.

"We do not need the services of the association now, but do not know how soon we may. We want to be prepared for the enemy." This observation of Mr. P. W. Vaughan, secretary of the North Carolina Pharmaceutical Association, is commended for its practical wisdom. There are scores of communities in which the druggists heartily wish they had possessed sufficient foresight to adopt this plan.

The secretary of the Arkansas Pharmaceutical Association writes that his organization is in better condition than it has been for a number of years.

Many of the State Pharmaceutical Associations have arranged at their recent meetings for a systematic county canvass, for the purpose of forming local associations.

The Northern Ohio Pharmaceutical Association has spread out till it embraces almost the entire upper portion of the State.

U. S. Pharmacopoeial Convention Incorporated.

On June 11 there was filed with the Recorder of Deeds of Washington, D. C., the articles of incorporation of the United States Pharmacopoeial Convention. The period of incorporation is 999 years, and the incorporators, all residents of the District of Columbia, are William S. Thompson, George L. Magruder, John T. Winter, Thomas C. Smith, F. M. Oriswell, Murray Gott Motler and William M. Mew.

It is provided that during the first year of its existence the affairs, funds and property of the association shall be vested in a board of trustees of seven members. The members are named as follows: Albert E. Ebert, Samuel A. D. Sheppard, William S. Thompson, Charles E. Dohme, George W. Sloan, Horatio C. Wood and Charles Rice. The certificate states that "the objects of this association are the encouragement and promotion of the science and art of medicine and pharmacy, by selecting by research and experiment and other proper methods, and by naming such materials as may be properly used as medicines and drugs, with formulas for their preparation; by establishing one uniform standard and guide for the use of those engaged in the practice of medicine and pharmacy in the United States, whereby the identity, strength and purity of all such drugs may be accurately determined, and for other like and similar purposes, and by printing and distributing at suitable intervals such formulas and the results of such and similar selections, names and determinations among the members of the association and physicians generally in the United States and others interested in pharmacy and medicine."

Women in Pharmacy in France.

Mademoiselle Napias, professor of the course in minor pharmacy at the municipal School of Nurses (male and female) of Lariboisiere, has recently sustained a thesis, before the Ecole supérieure de pharmacie de Paris, on "the action of the bacterium of charbon on the hydrates of carbon."

SOCIETY OF CHEMICAL INDUSTRY.

Professor Chandler Presides at the Annual Meeting.

Under date of London, July 18, the New York "Sun" prints the following cable dispatch: The annual meeting of the Society of Chemical Industry was held to-day at the Royal Institution. C. F. Chandler, dean of the School of Applied Science of Columbia University, presided. J. W. Swan was appointed president of the society for the year ending July, 1901. This is the first time that an American has held the office. Clifford Richardson was appointed Sec-

communication from the Burlington County, N. J., Association of Retail Druggists was read; in it were given the names of three members appointed as delegates to attend the meetings of the F. A. R. D. for the next three months; also an expression of cordial support and co-operation with the work of the association.

The Committee on By-Laws, Mr. Rumsey, chairman, reported that the work of revision had been completed and that the constitution and by-laws had been printed, and that copies were now on hand for distribution to the members. A vote of thanks was given to the committee.

The Committee on County Organization reported that they had sent copies



PROF. CHARLES F. CHANDLER, F.C.S., D.Sc., HON. OXON.,
President of the Society of Chemical Industry and President of the College of Pharmacy
of the City of New York.

tional Chairman for New York and Dr. Schweltzer Secretary for New York.

The society gave a dinner at the Hotel Cecil to-night, at which the following was adopted:

"The Society of Chemical Industry, assembled at a banquet, presided over by Dr. Chandler, of Columbia University, sends respectful greetings to the President of the United States, mindful of the fact that of its 3,500 members 800 are Americans."

Philadelphia Association of Retail Druggists.

The July meeting of the Philadelphia Association of Retail Druggists was called to order at 2.45 p.m., July 6, by President McIntyre, nearly all of the officers and about sixty members being present.

The recording secretary reported the sending of notifications of appointment or election to all the delegates or alternates nominated at the last meeting. A

of a letter urging the formation of county associations to six of the drug journals; of these, three had printed it in recent issues and the others would do so at an early date.

The Executive Committee, J. C. Perry, chairman, reported the applications of three new members as passed on and approved—viz., T. A. Tall, 8618 Germantown avenue; J. J. Ottinger, Twentieth and Spruce streets; Frederick Radefeld, Fourth and Lombard streets.

Disciplining Moxie.

Complaints having reached the Executive Committee that "Moxie" was being sold from wagons at street corners to the detriment of the trade of druggists handling this beverage, the manager of the Moxie Company in this city had been communicated with and an interview asked. This gentleman called on the chairman of the Executive Committee Thursday morning, and explained that the three wagons had been sent out for advertising purposes solely,

and that the dispensing of "Moxie" was only a part of this advertisement, and that no interference or competition with the druggists was intended. He stated, also, that strict orders had been given to the drivers of the wagons not to stop near any drug store dispensing "Moxie." In regard to the matter of their advertisement, he said that the company had always advertised that "Moxie" was sold by "all druggists and grocers," except in one grocers' trade journal. The explanation was accepted as satisfactory.

The Executive Committee reported the sending of letters to each of the ward chairmen, requesting that they should call on the druggists of their wards and ascertain the feeling as to a price of 10 cents for ice cream soda, 25 cents for citrate of magnesia, and an increase of price on two or three staple articles, and to report their results to the Executive Committee so that some steps could be taken to make these prices effective throughout the city or in each ward. As yet no reports had been received.

Reports of Delegates.

The delegates to the Atlantic City meeting of the American Medical Association, Dr. Lowe, chairman, reported that they had received a very cordial invitation from Dr. Stewart, chairman of the Committee on Patent Synthetics, etc., to attend the meeting and to present the druggists' side of this question. Not being able, however, to reach the secretary of the association, and not feeling sure of the nature of their reception, the delegates decided not to attend the meeting. The bill for their expenses, \$1.90, was accepted and ordered paid and the delegates discharged.

The delegates to the meeting of the State Pharmaceutical Association, Mr. Perry, chairman, reported a very good attendance at the meeting from Philadelphia, and that a splendid reception had been accorded the P. A. R. D. delegates, the address being given much applause, particularly that portion relating the great increase in membership of the association. All the privileges of the floor, etc., were accorded the delegates and their treatment was most cordial. Mr. Perry also reported that the P. A. R. D. delegation had been instrumental in having important action taken on the subject of county organization. Representatives had been appointed in every county on trade interests, and these were to report on their work to the parent committee. Later a resolution was adopted requesting these appointees to use their best endeavors to form associations of the retail druggists in their respective counties, and the support of the State Association was pledged to their assistance. The report of the delegation was accepted after some discussion on the work of county organization, and the delegates discharged, with thanks.

W. L. Cliffe reported very favorable progress in the case of Dickerson vs. Maurer, in re Phenacetin, reading a letter from the attorney for the defense in which it was stated that the case was now completed, the records completed and printed, and that it had been ordered before the October term of court.

W. A. Rumsey then presented a pamphlet by Dr. Franklin Stahl, of Philadelphia, on the copying of the formula of a prescription on the direction

label. After discussion it was decided not to take any action on this topic at present.

Moving for a Uniform Price Scale.

It was quite generally conceded that it would be impossible to obtain full prices for "patents" in the city under the present conditions, so the best thing to be done was for the druggists to adopt a uniform advanced price at a reasonable percentage of increase. It was stated that the N. A. R. D. plan is so far advanced that some price could be fixed and have its support; if two-thirds of the retail druggists of any city or county united on a scale of prices and agreed to the same, those not agreeing would be regarded as "cutters" and treated as such.

It was finally decided that the following scale of prices for proprietary articles would be the most advisable: 25 cents for 25-cent articles, 45 cents for 50-cent articles, and 85 cents for \$1 articles. Mr. Perry then offered the following resolution: "That we submit to the retail druggists of Philadelphia, as being the recommendation of this meeting, the adoption of the prices 25 cents, 45 cents and 85 cents for 25-cent, 50-cent and \$1 articles respectively, and that we request an expression from every druggist of this city as to his agreement or opposition to this scale of prices." This motion was unanimously adopted, and the Executive Committee was instructed to carry out the plan through the ward chairmen, every retail druggist in the city to be visited and asked to affix his signature to an agreement embodying the above scale, either affirmatively or negatively, as soon as possible. The adoption of these increased prices was favored by the meeting in the discussion preceding the resolution, and the early adoption of some plan looking to their general enforcement was urgently put by a majority of the members present.

The next regular meeting will be held on August 3.

County Organization in New Jersey.

Following out the programme adopted by the New Jersey Association at the recent meeting, the president has appointed the following as county committees on local organization:

Atlantic County: Chas. J. Brownly, F. W. Cotton and C. M. Hays Deemer, Atlantic City.

Bergen County: Eugene McFadden, Hackensack; L. Rockefeller, Englewood; Albert Nelderer, Carlstadt.

Burlington County: Geo. F. Deacon, Bordentown; H. B. Weaver, Burlington; H. P. Thorn, Medford.

Camden County: Geo. M. Berlinger, Joachim R. Moon and Lewis H. Wilson, Camden. Cape May County: Westley R. Wales, Cape May City. (Only member in that county.)

Cumberland County: O. K. Whipple, Bridgeton; Frank N. Weber, Millville; E. M. Wallington, Vineland.

Essex County: C. Wuensch, Newark; J. B. Thompson, Arlington; S. L. Beegle, Orange Valley.

Gloucester County: F. C. Thoman, Glasboro; H. C. Malsbury and W. E. Speakman, Woodbury.

Hudson County: F. O. Coles and E. T. N. Stein, Jersey City; J. N. Petterson, Bayonne. Hunterdon County: W. N. Baker, Clinton; I. Voorheese, White House; C. S. Allen, Bloomsburg.

Mercer County: W. L. Briner, Princeton; D. W. Baker and E. E. Riggs, Trenton.

Middlesex County: S. S. Rust, New Brunswick; F. A. Seaman, Perth Amboy; G. W. Jacques, South Amboy.

Monmouth County: Jos. H. Rosell, Freehold; Chas. A. Minton, Red Bank; Jos. T. Antonides, Manasquan.

Morris County: Robert Kilgore, Dover; J. E. Stiles, Morristown; W. H. Larson, Madison.

Ocean County: C. R. Priest, Bay Head; C. B. Mathis, Toms River; W. J. Harrison, Lakewood.

Passaic County: W. C. Berger, Passaic; O. V. Carnett and E. B. Oats, Paterson.

Salem County: W. H. Dunn and C. M. Andrews, Woodstown; Frank Leursen, Salem.

Somerset County: J. U. Case, Somerville; J. C. Thatcher, East Millstone; Geo. W. Burns, Bernardsville.

Sussex County: C. H. Linn, Hamburg; J. V. Rosenkrans and C. Roe, Jr., Newton.

Union County: Geo. H. Horning, Elizabeth; R. J. Shaw, Plainfield; Geo. F. Brown, Rahway.

Warren County: H. W. Faust, Belvidere; C. V. S. Rea, Hackettstown; F. N. Jenkins, Washington.

To Make Bottles by Machinery.

The Grote Bottle Machine Company, of New York City, was incorporated at Trenton recently with a capital of \$500,000. The directors are Charles A. Tatum, of Whitall, Tatum & Co.; Wm. Brookfield, of the Bushwick Glass Works, and Ludwig Grote, the inventor.

The new machine will, it is thought, revolutionize the process of making bottles, for by its aid the necessity of a glass blower is entirely done away with. Both Mr. Tatum and Mr. Brookfield, who are among the largest bottle manufacturers in the East, are enthusiastic on the subject.

When seen at his office in the St. Paul Building, New York, Mr. Brookfield said:

"Here is a specimen of the kind of bottle that the Grote machine turns out. I saw it made by the machine in Germany, at a little place near Munich, and it has stood alongside of my desk for many months without getting broken. It is as good a bottle as we can make over here, and it seems to be much stronger.

"Whether the machine will be as well adapted for the making of the smaller bottles—medicine vials, etc., is still an open question, but we believe it will. The doing away with the blower means a great lessening of expense, and both Mr. Tatum and I believe we have struck a good thing. But then our placing our money in the enterprise proves that. As for the inventor, he, too, shows what he thinks of it by taking a fourth interest in the company instead of any amount in cash."

Mr. Brookfield willingly related the history of the invention. He had heard of it about a year ago, and that the machine was in successful operation in both Germany and Russia. He immediately took steamer for Europe, and visited Mr. Grote at the factory, where he saw that all he had been told of the invention was true. As soon as Mr. Grote could leave Germany he came over here, and a number of interesting and highly successful experiments had been made at Whitall, Tatum & Co.'s factories at Millville, N. J., with the result that on the 12th inst. the necessary papers were filed at Trenton, and the new company incorporated under the laws of the State of New Jersey.

"We are going to try," said Mr. Brookfield, in conclusion, "to have one of the new machines ready for work in the fall. We shall put them in our own factories, and if our competitors want them shall make more, and let them out on royalty. Of course, we understand that the entire matter is still in an experimental stage, but we have every faith in its ultimate success."

School of Pharmacy, University of Michigan.

The commencement exercises of this school were held on June 19th, 20th and 21st. An address to the graduating class was delivered on June 19th by Prof. James H. Beal, of Scio, Ohio. This address concerned the present status of pharmacy and was full of interesting counsel to those now engaging in the profession. The meeting of the alumni in connection with alumni of other departments of the university was held on the 20th, with a general business session at 3 p.m. On the evening of the same day there was a reception by the senate of the university in all its departments in the spacious gymnasium building. The 50th anniversary of the founding of the Department of Medicine and Surgery was celebrated on the same occasion. A large number of former graduates in chemistry and pharmacy were present. The commencement oration was given on the 21st by Dr. John Merle Coulter, of the University of Chicago. His subject, "The Mission of Science in Modern Education," was of especial interest to the graduates of the scientific departments of the university. Following the oration there was a dinner for the graduates and guests of the university, all departments coming together. The following are the names of those graduating in the School of Pharmacy:

Pharmaceutical Chemist.—Harry Abers, Lyman Frederick Barlow, Ernest Joseph Belser, Edwin Judson Bennett, Pearl Charlotte Bennett, Harry Denman Berry, Edgar Charles Edall, Lemuel William Famulener, John Estill Ferris, Llewellyn Elliott Fraser, Frank Leonard French, George Delbert Hilton, Henry C. Hitchcock, Warren Winslow Horne, Edward Nicholas, Emil Klein, John Richard Martin, Augustus O'Brien, William Alexander Pearson, Burnette Burgoon Smith, George Giles Stilwell, Arthur Louis Todd, Frank Holmes Whiting, Frank Yott, Jr. Bachelor of Science (in pharmacy).—George Millard Heath, Ph.C., Charles Willis Johnson, Ph.C.

Minneapolis College.

The graduating exercises of the College of Pharmacy of the University of Minnesota, Minneapolis, occurred at the University Armory beginning at 10 o'clock A. M., Thursday, June 7. In place of the usual salutatory oration and valedictory, the President of the university, Cyrus Northrop, delivered the commencement address. The subject, "The Dissemination of Educated Men," was presented in an interesting and scholarly manner.

Following is a list of the graduates:

Pharmaceutical Chemist: Gustav Bachman, Avoca; John M. Bell, Glencoe; Roy Carter, Norfolk, Neb.; George Augustus Cowin, Minneapolis; Charles Olaf Danielson, Minneapolis; Emmanuel T. Dillner, Henning; Henry Joseph Dreis, St. Paul; Edward Earl Haskell, Minneapolis; John Eldon Hynes, Winnebago City; Charles George Lyon, Elgin; Martin Thomas Moran, Minneapolis; Albert Moskop, Arlington; Miss Mae Nisbit, Rochester; Charles Emil Peterson, Litchfield; Emil Traugott Schmidt, Buffalo; Alois Joseph Spielman, Shakopee.

Doctor of Pharmacy: Thomas Biscoe, Cottage Grove.

After the conferring of the degree pharmaceutical chemist, by the president, the exercises closed with a college banquet and a reception by the president and faculty.

Alumni Meeting.

The annual meeting of the alumni occurred on Wednesday afternoon, June 6. Considerable business of importance was transacted. The election of offi-

cers resulted as follows: President, J. E. Hynes; vice-president, M. T. Moran; secretary, Miss Mae Nisbit; treasurer, S. F. Sanderson; toast master, A. H. Fjeldstad; marshal, E. E. Haskell.

At the alumni banquet, which took place at the Nicollett House on the evening preceding commencement day, the principal event was an address upon the function of the Alumni Association by Dean Wulling. The toast master of the evening was Norman McLeod, '95. The speakers were Messrs. Haskell, Hynes, Bell, Sanderson and Fjeldstad.

JAMIESON'S RAID.

LEADS THE VETERAN ASSOCIATION OF CHICAGO.

Good Time All Round.

Chicago, July 3.—Jamieson's third raid, or, rather, his third reunion, of the Veteran Druggists, took place on the Drainage Canal, June 28. All the veterans, accompanied by Judges Bradwell, Horton Freeman, Windes, Adams, Justice Porter and Sanitary Trustee Braden, boarded the "Juliet" and sailed up, or down, the river to the canal and along that to the controlling works at Lockport. Trustee Braden eloquently explained to the party the most interesting points in connection with this great work that will in the future be the water route from the lakes to the Mississippi. The sanitary trustees often play with the big bear trap dam, and while the veterans looked on it was raised so that the flow of water was brought to a standstill. "Wouldn't it be fortunate," said one of the veterans, "if we had some pharmaceutical engineer who could give us such a machine and enable us to 'raise the standard' by turning a crank just as they raise the water level here?" The water in the canal was remarkably pure. The druggists spent some time in inspecting the controlling works. When the party returned to the boat refreshments and a substantial luncheon were partaken of.

The veterans then retired to the cabin for an executive meeting. The oldest druggist actively engaged in pharmacy, J. S. Barclay, of Oak Park, was elected president; T. H. Patterson, recording secretary; T. N. Jamieson, treasurer; John Blocki, corresponding secretary.

The retiring president, E. H. Sargent, read an able address, and a committee was appointed to aid Historian Ebert in preparing his data for presentation in book form. Historian Ebert will shortly deliver a lecture to a select audience on the history of the drug trade from Chicago's infancy to the present day. After the meeting the party split up into small groups on deck and hardly realized that 6 o'clock had arrived. When 31st street was reached the entire party was taken by trolley car to Sans Souci Park, where an elegant supper was served. The druggists took in the whole show from reserved seats in the balcony. They were most interested in the trained dogs and monkeys, and when the dogs pulled the monkeys' tails and the big dog growled the loudest they could not help making comparisons with similar performances in bygone conventions. A concert in the open air, an electric fountain display and a diving performance brought the celebration to a close, and all went home saying they

felt happier and better because of the pleasure of having spent a day among their old friends.

Obituary.

FREDERICK HUMPHREYS.

The death of Dr. Frederick Humphreys, manufacturer of Humphrey's Specifics, and President of the Humphreys Homeopathic Remedy Co., occurred on Sunday, July 8, at Monmouth Beach, N. J., after a lingering illness.

Dr. Humphreys was 85 years old. He was born in Marcellus, N. Y., on March 11, 1816, and received an education in the public schools and at Auburn Academy. For two years he was a clerk in a store in Auburn, and then, at the age of sixteen, went South to engage in the clock business, which he followed for three years.

After teaching school at Chillicothe, Ohio, for three years he studied for the ministry of



DR. FREDERICK HUMPHREYS.

the Methodist Church, and for five years was an itinerant minister. In 1844 he settled in Utica and united with his father, Dr. Erastus Humphreys, in the practice of medicine.

The winters of 1848, 1849 and 1850 were passed at the Homeopathic Medical College, in Philadelphia. From 1848 to 1852 Dr. Humphreys made a careful investigation, the results of which he published in the "Proving of the Apis Mellifica; or, Poison of the Honey Bee." He employed his office assistant, George Washburn, in catching these insects alive, and extracted their poison from them by inclosing them in a large mouthed bottle, shaking them until they were enraged, and pouring alcohol over them, thus securing the mother tincture of the virus.

Armed with this novel infusion he began a series of experiments by administering the medicine to himself, his wife, his students, patrons and friends, and for two years devoted himself to careful observation of the results. Then, at a meeting of the Central New York Homeopathic Medical Society, he presented his discoveries in an address of great interest. The tincture was distributed among the physicians present, and they co-operated with Dr. Humphreys by sending him their reports of symptoms and cures.

In 1852 he issued the monograph above referred to, and is credited with having made therein one of the important contributions to the materia medica of the homeopathic school. Dr. Constantine Hering, his instructor in the college in Philadelphia, enlarged the work by adding the recorded results of "Bee Stings," and published the whole in book form.

Dr. Humphreys also brought to the attention of his profession a preparation of "nux cum sale" as a valuable remedy in intermittents.

Three years later, with the aid of his medical class in Philadelphia, he proved the "Plantago Major." This was the period of the formation of public opinion favorable to the new school of medicine. Dr. Humphreys was one of the most prominent in the forma-

tion of the Central New York Homoeopathic Medical Society, and in its reorganization as the New York State Homoeopathic Medical Society. Later he was elected chairman of the Bureau for the Augmentation and Improvement of the Materia Medica of the American Institute of Homoeopathy.

In 1853 Dr. Humphreys removed to New York City, and was soon called to the chair of homoeopathic institutes and practice of medicine at his old college in Philadelphia, where he served four years.

For some years he had been maturing a plan for the preparation of homoeopathic medicines for popular use, and had invented a number of combinations, which he termed his "Homoeopathic Specifics." Many of his professional associates misunderstood him, and they deserted and denounced him.

Dr. Humphreys was always interested in religious work. He organized the Methodist Episcopal Church in West Utica, N. Y., bought the edifice, made the first payment and secured the pastor. He was active in the building of Trinity Church, in Asbury Park, and efficient in placing the Church of the Heavenly Rest, in New York City, upon a satisfactory basis. He had been warden there many years.

Always fond of literary work, he devoted sixteen years of labor and expended about \$10,000 in the preparation of a genealogy of the Humphreys family.

Dr. Humphreys leaves two sons, Frederick H. and the Rev. F. Landon Humphreys. Dr. Humphreys's home was at No. 22 West Thirty-ninth street. He had, besides, a summer home at Monmouth Beach and a winter home in Southern Georgia.

The funeral was held at Monmouth Beach, while the interment was at Auburn, N. Y.

Dr. Humphreys' death made it necessary to elect his successor and other officers of the Humphreys Homoeopathic Remedy Co. A meeting of the Board of Directors was held, and the following were chosen: President, Frederick H. Humphreys; secretary, F. L. Humphreys; treasurer, H. B. Harding. Mr. Harding held the office of actuary of the firm for some time, but by his election to the new office the position of actuary is abolished.

DR. WILLIAM HOLLOWAY.

Dr. William Holloway, said to be the oldest wholesale druggist in Philadelphia, died at his home, 1424 North Fifteenth Street.

Dr. Holloway was born in Philadelphia July 16, 1814. He received his preliminary education at a college in Baltimore, after which he studied medicine at the New York Medical College, New York City. After his graduation Dr. Holloway returned to Philadelphia, but instead of practicing as a physician, started in the drug business in 1843 at Eleventh and Market streets, the firm name being William Holloway & Co. About ten years later he removed his place of business to Fifth Street, above Chestnut, the firm being changed in the meantime to Johnston, Holloway & Cowden. They afterward removed to Sixth and Arch streets. In 1897 the firm dissolved and Dr. Holloway bought in the interests of his two partners, removing some time afterward to 582 Commerce Street, where he remained to the time of his death. He was a member of the Philadelphia Drug Exchange.

W. H. KNIGHT.

W. H. Knight, one of the oldest druggists of the West End, died June 8 after a long illness. For forty years he had been stationed near the head of Hanover street. As a boy Mr. Knight entered the store of F. T. Church, corner of Howard and Court streets, remaining there for twenty-five years, finally becoming a member of the firm. He was noted for his honesty and integrity. For the past fifteen years he was proprietor of the store at the corner of Hanover and Court streets. Mr. Knight was a member of the Boston Commandery, K. T., and of Joseph Warren Lodge. A widow and one son, W. H. Knight, Jr., survive him.

FRED H. EGGERS.

Fred. H. Eggers, of Allegheny, Pa., who with his son, Frederick W., conducted several drug stores in Pittsburgh and Allegheny, died on July 6, aged fifty-nine years. Mr. Eggers was one of the best known and most successful druggists in Western Pennsylvania, and was besides a prominent member of several local organizations and institutions. He left eight children, one of whom, Frederick W., conducts the widely known Eggers' Apothecary Hall on Sixth street, Pittsburgh, which won the prize for the best advertisement in our "Advertising Ideas" department for July 9.

T. C. HILTON.

Thomas Cranmer Hilton, of the drug firm of T. C. Hilton & Co., Lock Haven, Pa., died at his home in that place after a short illness on July 13, aged 48. He was a grad-

uate of the Philadelphia College of Pharmacy, and had been engaged in the drug business in Lock Haven from 1877 up to the time of his death. On January 5, 1879, he married Miss Gertrude M. Brown, daughter of Lieut. J. Hogan Brown, U. S. N. He is survived by his wife and only son, Norris, and also by his sister, Mrs. Reichert, of Kittanning.

DR. J. W. HAWKINS.

Dr. J. William Hawkins, for five years a well-known druggist of Atlanta, died recently there of pneumonia. Dr. Hawkins was a native of Woodsfield, O. He was a graduate of Scioto College and was prominent in educational matters. At the time of his death Dr. Hawkins was forty-two years of age. He was prominent in fraternal societies and was a member of Eureka Council Junior Order, State Council Junior Order, Knights of Pythias, and of the Odd Fellows.

ALBERT CORBIN.

Albert Corbin, for years a well-known druggist of Binghamton, N. Y., died at his home in that city recently. Mr. Corbin was born at Fishkill-on-the-Hudson, 78 years ago. He was a resident of Ellenville, N. Y., for nearly sixteen years and conducted a drug business at that place. Leaving there he went to New Milford, where he bought the Pratt tannery and ran it for about ten years.

For a number of years he conducted the wholesale drug house on Court Street, Binghamton, and had recently been interested in managing a drug store at Oxford.

CHARLES K. WHIPPLE.

C. K. Whipple died at Newburyport, Mass., recently, aged 91. Mr. Whipple was for several years pharmacist at the Massachusetts General Hospital. Mr. Whipple was a remarkable man in the extent and depth of his reading and was especially learned in the original Scriptural languages and fond of Biblical research.

WM. M. SMITH.

Dr. William Manlius Smith died at his home in Syracuse at the age of 77. Dr. Smith was born in Manlius, N. Y. He graduated in medicine at the University of Pennsylvania with the class of 1849. In 1878 he was Professor of Pharmacy in the College of Pharmacy of the city of New York.

CHARLES H. COE.

Charles H. Coe, a well-known druggist of Derby, died recently in that city of dropsy. He was fifty years old, an active Republican, held many local political offices, and was prominent in several societies. He leaves a widow and two daughters.

Greater New York.

News of the trade in and About the Five Boroughs—Notes of Personal Interest—Changes and New Stores—Trade Gossip.

M. W. Lauer, of Magnus & Lauer, has taken up his summer home at the Hollywood, Long Branch.

M. J. Breitenbach, of M. J. Breitenbach & Co., is spending a few weeks at Lake St. John, Canada.

P. C. Magnus, of Magnus & Lauer, comes to town from Long Island daily during the summer.

Mr. Lothrop, representing Lubin's perfumes, sailed for Europe early this month. He will be back in August.

Geo. Euler, manager of the New York branch of A. Chiriac, Grasse, France, has returned from an extended visit to France.

Eight or ten of the principal proprietary manufacturers have just issued their new lists. The majority show no changes in current prices.

Mr. Leighton, manager of the W. J. Bush Co., Limited, is a frequent visitor to Larchmont, often spending his Saturdays and Sundays there with friends.

The Hunter Drug Co., of Brooklyn, has been incorporated at Albany with a capital of \$2,150. The directors are E. C. Proper, James A. Hunter and Albert P. Moore, Brooklyn.

Oscar B. Epstein, formerly in charge of Wigren's drug store, Stapleton, Staten Island, has purchased Misselene's pharmacy at 947 First avenue, on the corner of 163d street.

John Clay, for a long time manager of the Eastern branch of Parke, Davis & Co., and closely identified with the wholesale trade here, has connected himself with Merck & Co.

Herman Heinrichs, of J. Heinrichs & Son, Holyoke, Mass., is in the city, accompanied by his sister, who is on her way to Europe, where she will spend a year in the study of literature.

Chas. O. Wels returns this week from his annual vacation, which he spent this year "down East." Mr. Wels is the popular buyer for the jobbing department of McKesson & Robbins.

Mr. Ferrand, of Hugues-Ainé, Grasse, France, has been appointed one of the judges of perfumes, etc., of the Paris Exhibition.

The United States agents of this concern are the well-known firm of Magnus & Lauer.

Geo. W. Hague, Ph.G., N. Y. C. P. '98, for some time in the employ of T. T. Rushmore, Garden City, L. I., has resigned to take the position of head clerk at Wm. P. Thompson's pharmacy, at Jamaica, L. I.

Richard Schweickhardt, of Schweickhardt & Bros., St. Louis, saw his old friends in New York before he left for Europe late in June. He proposes remaining abroad about three months, as the trip is one of pleasure.

The European Drug Co., of New York City, has been incorporated at Albany, with a capital of \$10,000, to conduct both a wholesale and retail business. The directors are Isaac Schlossberg, Wolf Wallack and S. Wallack, of New York City.

Vacations are being enjoyed in the Seabury & Johnson counting room just now. W. J. Sawyer is at the seashore; Joseph Withers is enjoying the Hudson's breezes near Albany, and Miss L. H. Giddings is rusticated at Winchendon, Mass.

Col. John W. Lowe, of New Haven, was a visitor to the city last week. Colonel Lowe, who is on the staff of the Governor of Connecticut, is the chairman of the Transportation Committee of the National Association of Retail Druggists.

Samuel W. Fairchild, of Fairchild Bros. & Foster, formerly president of the New York College of Pharmacy, is among the Americans in Paris. Mr. Fairchild registered at the Hotel de l'Athénée on June 2, and will make an extended stay in the French capital.

The M. J. & H. J. Meyer Co., of New York, has been incorporated at Albany to manufacture druggists' specialties. The capital stock is \$15,000, and the directors are Herbert J. Meyer, Moses J. Meyer and Albert H. Sickel, of New York.

An attachment was served recently on Walter B. Tongue, druggist, of 1402 Lexington avenue, for \$1,256 in favor of Robert H. Lampa, on an assigned claim for goods sold to him by Lehn & Fink. Mr. Tongue has been in business since 1887, and the attachment was obtained on the ground that he had given a bill of sale to his wife.

David Ricksecker, a well-known pharmacist in business in Navarre, Ohio, was in New York recently visiting his two sons.

Ricksecker Bros., pharmacists, at Lenox avenue and 129th street, and the same avenue and 117th street. This was his first visit to his sons since they established themselves in business in New York. The meeting was a very happy one for all.

Owing to the absence from the United States of Prof. C. F. Chandler, president of the New York College of Pharmacy, W. M. Massey, first vice-president of the college, is acting as president. Professor Chandler's trip abroad was taken in order to preside at the annual meeting of the Society of Chemical Industry, held in London during the week beginning July 16.

The Hessig-Ellis Drug Co. has been organized to conduct a wholesale drug business at Memphis, Tenn., and will be ready for business by August 15. Fred Hessig, of the firm, was formerly vice-president of the Van Vleet-Mansfield Drug Co., of Memphis, and is widely known throughout the drug trade of the Southwest. Mr. Hessig is at present in New York City purchasing goods.

The New York Retail Druggists' Bowling Association had a most enjoyable outing at Feltman's Pavilion, Coney Island, on the 7th inst. There were sixteen members of the association in attendance, and the bowling, the beer, the dinner and the cool ocean breezes, were all equally delightful. Now the only thing the sixteen are waiting for is next summer to bring around the next event of the kind.

The proverbial bull in a china shop is probably no more welcome a guest than was the horse which entered the drug store of A. I. Meyer, at Bayard and Elizabeth streets, in this city, last week. The horse was attached to a wagon containing soda water siphons. There was an explosion, and the horse became frightened and walked through a big plate glass window. He was extricated before much damage was done.

Among those who sailed on the new Hamburg-American Line steamship "Deutschland" on Wednesday, July 18, was George J. Seabury, of Seabury & Johnson. He was accompanied by his daughter, Eugenia, and nephew, Dr. H. C. Lovis, the secretary of the company. They will first visit the Paris Exposition, and from there go to London to attend the convention of the British Pharmaceutical Society, and afterward they will be in attendance at the International Medical and Chemical Conference.

Geo. Freygang, the veteran druggist of 248 West Broadway, has had the privilege, which is accorded to but few of reading his own obituary, a (happily) premature notice of the sale of his store and of his death having been printed in these columns on July 9. Mr. Freygang's store, so he informs us, is not yet sold, but will be sold by September 1, while he himself is not yet dead, and has no reason to expect the early curtailment of what has been a very busy and a very useful life. We apologize to Mr. Freygang and to his many friends in the trade for the shock which the announcement of his death must have caused, and rejoice to learn that we were misinformed.

In the drug store of Fred Wichelns, at West Broadway and Fulton street, there is a painted sign, the idea of which other druggists might copy with benefit. On it are painted the names and addresses of seven physicians resident in the neighborhood.

"That saves me no end of trouble," said Mr. Wichelns to an AMERICAN DRUGGIST representative. "People who ask for a doctor are referred to it, and then there is no talk of playing favorites. All the doctors are there, and they're all pleased. I'm not the inventor of the idea, for I remember seeing a similar list years ago at the drug store which was formerly kept by Wheeler & Guck, at Pearl and Madison streets, in this city."

Arthur J. Reeder, of Reeder Bros., pharmacists, 460 Fourth avenue, formed one of a party of New York City pharmacists who sailed for Europe on the Anchor Line steamer "Astoria" Saturday, July 14. He was accompanied by Harry C. Yager, city salesman for W. R. Warner & Co.; Wm. Hauenstein, pharmacist, 875 Amsterdam avenue; A. B. Baltzy, pharmacist, 145 Lenox avenue. The party will land at Glasgow, and after visiting the Trossachs and Edinburgh will go down to London, making a brief stay there, after which they for Germany and the Rhine, Paris and the Exposition! A large party of friends were at the piers to bid the tourists bon voyage.

Congratulations are pouring in nowadays on Charles S. Erb, the president of the Alumni Association of the New York College of Pharmacy, who has allowed some of the facts regarding his coming marriage to become known. The name of the bride-to-be is Miss

Anna T. Conway, of Philadelphia, the sister of a prominent physician of that city. The couple have known each other for five years, having met while Miss Conway was on a visit to this city. The best wishes go out to Mr. Erb from his associates in the Alumni Association and the college both. He has their good will and esteem, and the wedding, which will probably take place in September, will be largely attended.

The McKinley and Hobart Sound Money Drug, Paint, Oil and Chemical Trades' Campaign Club has been organized. The following officers are re-elected: President, George J. Seabury; twenty-five vice-presidents from different branches of the trade; secretary, L. William De Zeller; treasurer, Isaac V. S. Hillier; division marshal, Major-Gen. E. L. Mollneux; chief of staff, Andrew B. Rogers, who is also chairman of the Executive Committee, which is the same that served in 1896. The Executive Committee decided to recommend the adoption of the Republican platform and the indorsement of McKinley and Roosevelt. The club will take an active part in the campaign. S. H. Carragan was elected chairman of the Campaign Committee.

The profoundest sorrow fills the trade over the affliction which has befallen Thos. F. Main, of Tarrant & Co., in the loss of his sister, Marie A. Main, who died on Monday, the 2d inst., in the Catskills. Miss Main was well known to and decidedly popular with a majority of the members of the N. W. D. A., the A. Ph. A. and several of the State associations, as she frequently accompanied her brother to the conventions of these bodies. The couple were almost inseparable, and the loss is keenly felt. Miss Main and her brother, who is not married, made their home in Washington Square. The funeral took place early on the morning of the 4th inst. at Grace Church, Broadway and Tenth street, and was largely attended by a number of the leading members of the wholesale and proprietary drug trade in this city.

Missing Banker Had Been a Druggist.

Lewis G. Tewksbury, head of the firm of Lewis G. Tewksbury & Co., bankers, of 32 Broadway, who has been among the missing for two weeks, while many attachments have been gotten out against him, was once a druggist in Manchester, N. H. He came here in 1888, opened a banking house, advertised extensively, paid well for deposits, did a general brokerage business and prospered.

He joined the Consolidated Stock and Petroleum Exchange and the New York Produce Exchange, indulged his taste for the finest pacing and trotting horses, built a splendid house at 29 West Seventy-second street and became one of the figures of the metropolis. His horses, which included at one time both John R. Gentry and Robert J., were a good advertisement as well as a source of pleasure.

In 1897 Mr. Tewksbury sold out and opened new offices at 32 Broadway. On an attachment for \$12,472.50 Deputy Sheriff Leavitt on the 13th inst. attached everything, including accounts of the firm in the Chemical, the Importers and Traders', the Mechanics' and the Produce Exchange National Banks, with all of which the firm has at various times done business. Notices of the attachment were served on all of these banks.

Pharmacists for the 69th.

There is a vacancy in the 69th Regiment, National Guard, State of New York, for three pharmacists or hospital stewards. The one appointed first, other things being equal, will be in line for promotion to military pharmacist with the rank of first lieutenant. Eligible men are invited to address the Associate Editor of the AMERICAN DRUGGIST.

MASSACHUSETTS.

Enforcing the Pharmacy Law.

SUNDAY TOBACCO SALES LEGALIZED.

Boston, July 16.—Last winter this column predicted that the Legislature would take a more liberal view than usual concerning Sunday legislation, and this prognostication has since been verified in handling the bill relative to the sale of tobacco on the Sabbath day. This change of sentiment is due to two causes, the principal one being the unsystematic and spasmodic enforcement of the blue laws in the various cities and towns of this Commonwealth. The other reason is the action of the Supreme Court bearing on Sunday sales of tobacco. The House and Senate had a disagreement over the question of certain amendments to the measure in question, but the points of difference were finally adjusted satisfactorily to both branches. The act is a liberal and reasonable measure of legislation. It is a short one, and reads as follows: "Nothing in section 2 of chapter 434 of the acts of 1895 shall be held to prohibit the retail sale of tobacco in any of its forms on the Lord's day by licensed innholders, common victuallers, druggists and newdealers whose stores are open for the sale of newspapers every day in the week."

Non-Registered Men Ruled Out.

The drug store at Mattapoisett was recently closed by order of the Board of Pharmacy, and this action has called forth much comment from the inhabitants of that quiet town. It seems that the store was kept for many years by the late Dr. William E. Sparrow, and his assistant, grown old in the service, was Mr. Wendell. Since Dr. Sparrow's death, Mr. Wendell has been the proprietor. The towns people claim that the business has always been conducted satisfactorily, but Agent Harris, acting for the board, discovered that Mr. Wendell was not registered, and forbade him to sell drugs any longer.

Adulteration Statistics.

During the month of May the State Board of Health examined 76 specimens of drugs, and found 47 of that number to vary from the legal standard. The actual percentage of adulteration is very much less than these figures would represent, since the board pays especial attention to suspected drugs—i. e., those most liable to adulteration. The samples of drugs found to be adulterated were Distilled Water, Extract of Licorice, Glycerine, Precipitated Sulphur, Spirit of Nitrous Ether, Tincture of Iodine, and Tincture of Opium. Nine samples of confectionery were also tested and 6 of this lot were reported adulterated. These condemned specimens were chocolate "brandy drops," the syrup of which contained from 1.7 per cent. to 4.3 per cent. of alcohol by weight.

The Eastern Drug Co.

is fast whipping its new quarters into shape for occupancy. The building is on Fulton street, and is bounded by Cross and Barrett streets, thus giving the concern an entire block. The loca-

tion at the present time may seem a little out of the way, but traffic conditions are changing so rapidly that it will probably soon become a central point. The building is being put in first-class condition, and will be equipped with all of the modern appliances for the receipt and proper handling of all orders and goods. The details devolve largely upon the secretary, George F. Kellogg, and the assistant treasurer, Bernard Jenney, Jr.

The Sunday Tobacco Bill,

A measure which says that it shall not be a crime for a restaurant, a hotel keeper, a druggist or a newsdealer to sell a cigar or tobacco in any of its various forms on the Sabbath was recently adopted by the House of Representatives by a large vote, the opposition mustering only a few. The bill as first reported exempted druggists, hotels and common victuallers, but an amendment was afterward adopted including newsstands.

BOSTON NEWS.

Prof. Wilbur L. Scoville is spending the summer at Winthrop with his family.

Mrs. F. M. Gearon has opened a store at 125 Boston street. It is called "The Boston Street Pharmacy."

M. P. Fisher, formerly of the Roxbury district, is now clerking in North Abington, in Spiller's drug store.

Dana Drury, son of Linus D. Drury, Ph.G., 148 Dudley street, Roxbury, is clerking in his father's store this summer.

Hon. Gorham D. Gilman, of Gilman Bros., will start for Castine, Me., about August 1, for a vacation of two weeks' duration.

Last month James W. Tufts delivered new fountains to the following city firms of Folsom: F. S. Corlen and C. H. Caren.

An unsuccessful attempt was made on the morning of July 12 to burglarize the store of R. K. Gordon, 221 Dudley street, Roxbury.

Edwin W. Shedd, Ph.G., of the T. Metcalf Co., will take his vacation early in August, and expects to be located during that period at Laconia, N. H.

John Ferrin, Ph.G., succeeds to the business of Ferrin & Fansnaught, 725 Tremont street. Mr. Fansnaught's health was poor, and so he was compelled to relinquish his interest and go to Colorado. Both partners were graduated from the M. C. P., in the class of 1894.

A woman attempted suicide by chloroform recently near the store of A. L. Wyman, 79 Berkeley street. The daily papers had it that the attempt was made within the store, but Mr. Wyman states that the story is untrue, and also asserts that the drug was not purchased at his establishment.

Ruben L. Richardson recently returned from Port Maitland, N. S., where he had been on another fishing bout. It was an important event for this disciple of Walton, for he succeeded in catching his first halibut, and this bit of success was fittingly celebrated in town by a flag raising. Mr. Richardson escaped from the fish to meet a cyclone, for at his home in Belmont, on the evening of July 12, the wind blew with such force as to uproot five trees on his estate, and also tipped the Richardson hen coop into the adjoining lot, but the feathered inhabitants escaped injury.

A man leaned against a plate glass window of the drug store of W. H. Knight, Court street, a few days ago. The glass broke and the man went through the window causing a damage of \$50. The man was arrested and the court sent him away for three months.

The class of '95, M. C. P., held the annual meeting at the Hotel Thorndike on the evening of June 4. There was an attendance of about twenty-five. H. E. Bowman was chosen president of the class for the ensuing year, P. A. Dolan vice-president, and C. E. Harriman secretary. The annual din-

ner followed the business meeting, after which A. W. Balch, M.D., addressed the members.

H. J. Mahan clerks for W. A. De Merritt, 785 Huntington avenue, and sleeps in the store. At 4 a.m. on the morning of June 28 he was awakened by a crashing of glass in a rear window of the store. He glanced up and saw two burglars in the act of entering. He reached for his revolver and fired three shots at the burglars. They jumped back out of the window and fled. One left a trail of blood behind him, and Mahan thinks he shot one of the men in the shoulder. The police are searching for a winged burglar.

At a recent meeting of the aldermen of Taunton, petitions from the several druggists for liquor licenses were refused. On the night of June 14 there came a petition, signed by every physician in the city, asking that the vote be rescinded and that licenses be granted. The resolutions which were adopted at the previous meeting were to the effect that until it had been shown that the people desired licenses to be granted to this class of people none should be granted. Now the physicians say that they can show good cause, and a hearing will be given on July 2.

Charles C. Williams, Ph.G., M.D., who for a long time served the M. C. P. as trustee and secretary, and who has been located in California for the last two years, has just returned to this State. Dr. Williams intends to locate in Hartford, Conn., and has accepted the position of Medical Director of the Hartford Life Insurance Company.

Hon. Gorham D. Gilman, who has been consul for Hawaii for the last six years, hauled down the flag indicative of his office on June 14. This was because Hawaii ceased to exist as a republic at midnight of that day, and became a Territory under the protection of Uncle Sam. Mr. Gilman displays with pleasure a letter from President Dole, expressing highest praise for his services as a consul and emphasizing his usefulness to the island republic. Mr. Gilman was a former resident of the island, being located there more than twenty years.

BAY STATE ITEMS.

W. C. Gould succeeds Mr. Danforth at the "Old Corner Drug Store," Watertown.

Woburn has a new drug store. It is located on Main street, and G. E. Doyle is proprietor.

F. W. Simard, of Clinton, is supplying his customers with soda water drawn from a new Tufts apparatus.

The store of the Sommers Drug Co., at Quincy, was the scene of a recent fire. The damage was small.

S. W. Hines, Phenix, R. I., has been refitting his store. C. P. Whittle, of Boston, supplied the fixtures.

Henry G. Young, Ph.G., and wife, of Winchester, are abroad. They will spend about two months in sight seeing.

Franklin H. Stacey, a Ph.C. student at the M. C. P., is clerking during the summer for Young & Brown of Winchester.

W. B. Milliken & Co., of Cambridge, have been refitting their store, and the fixture contract was awarded to C. P. Whittle.

The blue law agitation is on again in Revere, but it is not certain yet just what bearing it will have upon the drug trade.

Dr. S. H. Bell, of West Derry, N. H., has a new white and gold store. C. P. Whittle, of Boston, did the work on the fixtures.

E. J. Bahan & Co. have opened a new store at Amesbury, and have supplied it with a Tufts fountain and a new carbonator from the same firm.

G. H. Biddle, of Dover, N. H., and O. B. Marvin, of Portsmouth, N. H., were recently supplied with new fountains by James W. Tufts, of Boston.

The fittings for the store of F. W. Simard & Co., Clinton, were supplied by C. P. Whittle. They are of quartered oak, and attractively gotten up.

The United States Chemical Co. was recently organized under Maine laws. W. S. Thurlow, of Boston, is the president, and H. A. True, of Somerville, treasurer.

At a fire in Laconia, N. H., on June 24, the store of George F. Mallard was destroyed. The insurance on the building was \$15,000 and on the stock \$12,000 to \$15,000.

The store of W. A. Kneeland & Co., on Pleasant street, Malden, was entered by burglars one night recently. A desk was broken into and \$50 in cash was stolen.

H. Ballard Gray, a Lynn drug clerk, committed suicide at Lowell by taking poison on June 6. He was despondent over the death of his fiancée, and died upon her grave.

Messrs. Geo. L. Pierce & Co., of Lowell, have invaded the Hub, having purchased the store of J. B. Locke, Ph.G., corner of Paul Gore and Lamartine streets, Jamaica Plain.

Charles E. Carter, of Lowell, is one of the popular Bay State retailers. Just now he is being pictured in the daily press as one of the boomers of John D. Long for the Vice-Presidency.

George H. Ingraham, of West Newton, has gone to his summer home at Rindge, N. H., with his family. Mr. Ingraham will make frequent trips to his place of business during the heated term.

The Sexton Drug Store, of North Abington, was recently incorporated in this State with a capital of \$2,500. The concern is officered as follows: Francis Sexton, president; James A. Sexton, treasurer.

James W. Tufts, of Boston, recently shipped new fountains to the following firms in this State: F. M. Harris & Co., Worcester; J. C. Brady, Fall River; James Walsh, Lowell; E. L. Berry, Everett, and a new carbonator to J. E. Harrity, of Clinton.

Edward P. Worth, M.D., M. C. P., '95, of Edgartown, has received a nomination at the hands of the Governor as associate medical examiner for Dukes County. Dr. Worth has just commenced practice in his native town, having for the past four years served the M. C. P. as assistant in chemistry.

The drug stores of Cambridge are doing a rushing soda water business with the Cuban teachers attending the summer school. The latter have voted the beverage prime, and most any time of day groups of them can be seen around fountains sipping this icy drink in its various combinations. Ice cream, both plain and in the drink form, has become a favorite with the Cubans.

John O'Brien, proprietor of a so-called drug store at West Lebanon, N. H., near Dartmouth College, was arrested some time ago for selling liquor on evidence furnished by college authorities. While the case was pending a Dartmouth man was assaulted and O'Brien and an associate were arrested for the assault. Subsequently the liquor charge against O'Brien was taken up and he was fined \$100 and sentenced to six months in jail. Meanwhile it was learned that O'Brien had disposed of his interest in the store to Bartholomew Mansfield. Acting upon this information an injunction was obtained under the nuisance act against the owner of the building and several of O'Brien's associates, to prevent the further sale of liquor by the respondents.

More Literature.

The conversation had assumed a literary vein when the dressmaker entered. The drug clerk, wishing to draw her into the discussion, asked: "What do you think of 'Excelsior,' Miss Sticher?" "Oh, my!" she said, "excelsior is out of date long ago. Braided wire is the favorite now." As no one knew who wrote Braided Wire, the conversation went back to "Quo Vadis."—Baltimore "American."

"Gee whizz!" exclaimed the pirate chief; "that's what I get for leaving off my chest protector." "What's the matter?" asked his lieutenant; "you don't seem to have a cold or anything." "Cold? No! I've been robbed. I forgot to put the padlock on my strong-box."—Philadelphia Record.

"My maw don't never use no soap on me." "I wish mine didn't!"

"I am going to fight this blamed chills and fever," said the saffron-hued man, to the bitter end!" And he took his regular dose of quinine.

PENNSYLVANIA.

Moving for Better Prices.

Good Soda Weather.

Philadelphia, July 20.—The only people who have not been growling over the hot spell are the retail druggists who have a soda water fountain in their stores. The retail drug stores on Chestnut and Market streets have been doing a land office business and more soda water has been sold during the last two weeks than has ever been done before. Some of the stores have had trouble in securing enough syrups and in some instances they were hard pressed to meet the demand made upon them. Hires' Root Beer store on Chestnut street, below Eleventh, was another store that did a big business. The sale of this popular beverage has been larger than ever, and this year it has been shipped to all parts of the globe. The recent fire in the soda water fountain establishment of Greens has thrown this house back in its orders. Everything is being done, however, to bring order out of chaos, and as soon as all the details have been made another plant on a larger scale will be built. This house has been doing a large business, and while the fire has handicapped it to some extent, large shipments are still being made. Chas. Lippincott & Sons have also built more soda water fountains this year than ever before, and, strange to relate, many of them have been shipped South.

The hot weather has had a slight effect on the drug trade. Many of the regular customers have gone out of town and some of the retail druggists have done likewise. Every year there is more of a disposition on the part of the druggist to take a rest, and this year more have gone away than ever before. Most of them prefer the seashore, although a large number take a shot at the mountains.

An Effort to Improve Prices.

The action of the local association in attempting to raise the price of proprietary goods is attracting much attention. It seems as if low prices for proprietary goods have come to stay, and as long as the cut rate druggists are in business it will be almost impossible to make any great advance in the prices of these goods. Soon after the war tax went into effect most of the cut rate druggists of this city made a small advance in the price of proprietary goods, but as most of them use these goods merely as an advertisement and to draw people into their stores, they are not willing to make any further advances. M. N. Kline, of the firm of Smith, Kline & French Co., in commenting on this matter, said:

"I have been informed that the Philadelphia Association of Retail druggists, in discussing a schedule of prices which they are desirous of adopting for this city, at its last meeting advocated 25 cents for 25-cent articles and 85 cents for \$1 articles.

"I trust that the committee having this matter in charge will very seriously consider this question before advocating so great a rise at this time,

because it seems to me, under the conditions prevailing in this city at the present time, that it would be impossible to get 75 per cent. of the retail druggists of this city to come to these prices, and the association may make the fatal mistake of attempting so much that nothing will be accomplished.

"If a moderate advance was proposed it could, in my opinion be put into effect, would bring in the aggregate many hundreds of dollars into the pockets of the retail druggists of this city, without losing them trade, and would pave the way for further changes which might from time to time be thought wise to be made, but to attempt such a radical change at once is, in my opinion, a serious error."

Overcome by the Heat.

Bernard A. Hertsch was one of the best known druggists in the Twenty-eighth Ward. On July 7 he was overcome by the heat, from the effects of which he died. Mr. Hertsch was a former member of the Common Councils of this city, and was respected by all those who knew him. Mr. Hertsch was born in Montgomery County and he was in his fortieth year. He was elected to Councils in February, 1894, to fill a vacancy, and afterward serving a full term. He had also been a member of the Twenty-eighth Sectional School Board. Before leaving the ward he conducted the drug stores at Broad street and Erie avenue and at 4164 Germantown avenue. Later he was agent for a filter manufacturing concern, but at the time of his death he carried on a drug store at 410 Cambria street, where he was stricken with his fatal illness. He leaves a wife and three children. His funeral was held at the Church of the Holy Nativity, with interment at Green Mount Cemetery, and was attended by representatives of Mitchell Lodge, No. 296, F. and A. M.; Germantown R. A. Chapter, No. 208; Philadelphia Commandery, K. T., No. 2; Philadelphia Consistory, No. 32; Philadelphia Lu Lu Temple, A. A. O. N. M. Shrine, and Leola Tribe, No. 323, I. O. R. M., of Fox Chase, of which he was a member.

PHILADELPHIA ITEMS.

Edward S. Power has opened a new store at 54 North Twelfth street.

M. P. Lind and family are spending the summer at Atlantic City.

E. R. Gatchell, of Tenth and Spring Garden streets, is at Atlantic City.

J. B. Ferguson is going to open a new store shortly at Second and Jefferson streets.

R. H. Lackey, Fifth and Lehigh streets, has been spending a few days at Sea Isle City, N. J.

John L. Curry, of Twenty-second and Callowhill streets, is having a good time in the Adirondacks.

R. C. Brodie, Twentieth and Callowhill streets, will shortly visit Atlantic City for a well-earned rest.

Ernest W. Herrmann, 714 Race street, has for a few days been enjoying the cooling breezes at Atlantic City.

David Preston, Ninth and Lombard streets, who is convalescing from a severe illness, is now recuperating down in Maryland.

A. Hoch, 533 East Thompson street, is improving his store and will have one of the prettiest in that section of the city.

Dr. T. C. Thornley, formerly at Sixth and Buttonwood streets, has opened a new store at Holmesburg, a suburb of this city.

A. La Dow has built a new store at Oak Lane, and he expects to have it fitted up and opened for business within a month.

W. L. Cliffe has returned from Atlantic City, and is now making a carriage trip through the central portion of the State.

Robert C. Brodie, Twentieth and Callowhill streets, has returned from an enjoyable visit to the queen of seaside resorts, Atlantic City.

Dr. A. T. Pollard, Eleventh and Locust streets, has been spending a week or two in the wilds of Maine, earning a much needed rest.

George D. Feldt, of the firm of George D. Feldt & Co., left this city last Friday on a trip to Europe. He will be gone several weeks.

E. R. Gatchell, Tenth and Spring Garden streets, is enjoying the breezes at Atlantic City and may be seen on the boardwalk every evening.

Frank J. Heckler, Jr., of Sixth and Dickinson streets, has recently been married to Miss Florence L. Whitman, the daughter of the well-known confectioner, of this city.

Frank Fleming, of Shippensburg, has come to the conclusion that he needs a caretaker, and lately he was married, spending his honeymoon partly in this city and Atlantic City.

Mr. Lehman, the owner of the pharmacy at Eighth and Market streets, Camden, N. J., suddenly died in his store on June 24. Mr. Lehman was fifty-eight years of age and unmarried.

William L. Cliffe, Kensington avenue and Somerset street, is placing upon the market an exceptionally fine preparation of perfumed talcum powder, and is meeting with much success.

Andrew J. Seeler, having recently graduated in dentistry, has closed his drug store at Twentieth avenue and Spring Garden and opened a dental parlor at 529 North Nineteenth street.

W. A. Carpenter, Twentieth and Parrish streets, was married on the 6th inst. to Miss Miriam G. Edwards in the First Congregational Church. After an extended trip the happy pair will reside at the above address.

Geo. Freshell has sold his store at Thirty-sixth and Haverford avenue to Mr. Eyer, a former clerk of Mr. Mooney, at Twenty-fifth and Jefferson streets. Mr. Freshell will now devote his entire time and attention to his store at Wyncote.

W. W. Chalfont, of Fifteenth and Tasker streets, who recently opened a store at Ocean City, N. J., has found business so active and profitable at that growing resort that he has taken in the adjoining property and also opened a hotel. Mr. Chalfont is well known in this city as a thorough hustler.

James Buckman, the president of the Philadelphia Wholesale Drug Co., Limited, and proprietor of the drug store at Eighth and Green streets, left this city on the 10th inst. for a trip to Yellowstone Park, California and Alaska. He will be gone until early in October.

Mellor & Rittenhouse Co., of this city manufacturers of extract of licorice, are about to establish a laboratory across the Delaware in Camden, and have awarded a contract for the building of 870 feet of bulkhead at the foot of Jefferson avenue, on the Delaware, and then the erection of a building 60 x 360 feet.

James Buckman, who in addition to being the proprietor of the pharmacy at Eighth and Green streets is president of the Philadelphia Drug Co., will start on a three months' trip on July 10. He and his family will visit Yellowstone Park, California, Alaska, the big trees of Yosemite and the cañons of Colorado, returning to Philadelphia the latter part of October.

William D. Elliott, one of the old-time wholesale druggists of this city, died at his residence on the 5th inst. He was senior member of the late firm of W. D. Elliott & Co., on Fourth street near Race, but closed up the concern a few years ago, and secured a position with Smith, Kline & French Co., and at the time of his death was in charge of the glassware department of that firm.

Dr. Geo. F. Payne, of Atlanta, was the recipient of a special resolution of indorsement by the Georgia Pharmaceutical Association at its recent meeting. The resolution was called forth by the election of Dr. Payne to membership on the Committee of Revision of the U. S. P., which took place at the Washington convention.

OHIO.

The Pure Food Law.

Prominent Druggist Dies.

Cincinnati, July 20, 1900.—After a sturdy fight for life the venerable T. H. C. Allen, the well-known patent medicine manufacturer, banker and philanthropist, died at Lakewood on the 15th inst., after a lingering illness. The end came calmly, as was expected. The deceased was a Cincinnati for so many years that few but his own intimate friends knew that he came from in this part of the country. He came from old New England stock and was born in New London, Conn., September 21, 1822. When he was 21 a concern was formed for the manufacture of patent medicine, and Mr. Allen was selected as the one to come out West and take charge of the business west of the Alleghenies. The firm that was formed was J. N. Harris & Company, and the medicine that first gave the firm a reputation was Perry Davis' Pain Killer, Perry Davis being the third member of the firm, with Mr. Harris and Mr. Allen the other members. When Mr. Allen reached Cincinnati he opened his headquarters on the north side of Fourth street, near the center of the square, and continued in business there for some time. Then he removed to 7 College Building, and his factory for the manufacture of a new patent medicine, Allen's Lung Balsam, was then located in the rear of his office. Here he remained until the fire occurred in that building and he removed to the place where the business is now conducted, 333 Sycamore street. The firm of J. N. Harris was later incorporated as J. N. Harris & Company, Limited, and Mr. Allen was given all the territory from the Alleghenies on the east to the Pacific on the west. The members of the firm died and their heirs after them, and Mr. Allen, who was chairman of the board up to the time of his death, was the only one of the original members that was left at the time of his demise. Mr. Allen was kind and charitable and gave his time to the Cincinnati Savings Society as president without salary. His death is universally regretted in this city.

The New Pharmacopoeia.

The absurdity of laymen exercising what may be called judicial powers in determining the purity, etc., of pharmaceutical products has at last become so plain that steps are to be taken to prevent injustice when such powers are exercised. It would perhaps be asking too much of politicians to make competency the basis of appointment to anything, but laws can be framed in such a manner that nothing will be left for "construction" by subordinate, or, for that matter, principal, officials. The matter was brought before the late Pharmacopoeia Convention, and Albert Wetterstroem, of this city, called the attention of the delegates to the grievous injustice done Ohio pharmacists through the Pure Food Commission of some years ago. One pharmacist was arrested because his dilute phosphoric acid was a trifle stronger than that directed by the U. S. P., and another because

his liquor plumbi subacetatis had become slightly carbonated and was a little under the standard of the same authority. The work of the pharmacist is not that of the analytical chemist. Pharmacy, no more than medicine, can be considered an exact science, and it is not necessary that it should be. Crude drugs vary in a state of nature. Balances are "instruments of precision" as found in ordinary commerce, and the dose of all medicines is variable according to circumstances. The Committee on Revision was instructed to revise as carefully as possible the limits of purity and strength of the pharmacopoeial chemicals and preparations for which limiting tests are given. Mr. Wetterstroem says that while no concession should be made toward a diminution of medicinal value, allowance should be made for unavoidable innocuous impurities or variations due to the particular source or mode of preparation, or to the keeping qualities of the several articles. In the case of natural products the limits of admissible impurities should be placed high enough to exclude any that would not be admitted by other countries.

HEARD HERE AND THERE.

Dr. Este Weatherhead has gone to Atlantic City.

Dan Cavanaugh is clerking for Serodina Brothers.

Johnny Bauer is doing well on Walnut Hills they say.

Prof. J. Uri Lloyd has moved his desk to his laboratory again.

Matt, Yorston spends about three days a week at his store now.

George Budde was the real thing at entertaining at Glen Springs.

C. P. Calvert is now the Mayor of Hartwell, and he makes a good one.

There is talk of a new store on one of the prominent downtown corners.

Dr. John C. Otis and his family will soon tie themselves to Atlantic City.

Billy Hale is getting to be a real fan. He goes to all the Saturday and Sunday games.

Dr. C. T. Pearce is spending his summer vacation at a noted resort in Michigan.

Robert Weatherhead, Jr., is a corking good amateur ball player. He plays with Avondale.

Dr. John C. Otis will take his family to Atlantic City or Virginia Beach in the near future.

One of the finest soda fountains of the city has been placed in Dow's Walnut Hills Pharmacy.

Several local druggists have gone to Philadelphia to attend the National Republican Convention.

The infant son of Fred Schanzle died recently at Elmwood Place. The fond parents are deeply grieved.

George W. Kyllus, the well-known Walnut Hills pharmacist, is spending his vacation at French Lick Springs.

F. H. Dunn, the Bainbridge druggist, is ill with lumbago. His friends will wish him a speedy recovery.

George Friend, formerly with J. A. Hillaby at Chillicothe, is now working for Fischer & Streich, at Portsmouth.

Harry Burke, a clerk for Rendigs Brothers, the Walnut Hills druggists, was injured recently while pole vaulting.

F. C. Fleming, the well-known pharmacist, of Xenia, Ohio, was in Cincinnati last week calling on friends and acquaintances.

George Eger, Sr., who has been wrestling with a bad case of rheumatism, is able to be around his place of business once more.

Harrison & McGhee, the Wellston druggists, have remodeled their store, and it is now one of the finest in the State.

The appointment of Mr. Julius Greyer to be a member of the Ohio Board of Pharmacy has been confirmed by the Governor.

John Ruppert, the Price Hill pharmacist, has been elected treasurer of the Price Hill Improvement Club. It was a good selection.

A. C. Miller has bought the store of M. L. Buchwalter at Springfield, O. The business is to be thoroughly renovated and remodeled.

Peter Herman has sold his Price Hill store to F. B. Black. The store is to be remodeled and thoroughly renovated in the near future.

N. E. Smith has opened his new store in Avondale. The fixtures are white and gold and are very pretty. The store will be a winner.

Louis Roessler, the well-known druggist at Main and Woodward streets, was robbed just before he closed his store recently by two highwaymen.

The old J. J. Brown stand at Springfield has been purchased by Messrs. Roth & Lexington, lately manager and clerk at the Zimmerman pharmacy.

John H. Ratje, who recently graduated from the Cincinnati College of Pharmacy, is clerking for Fred. J. Boss, the well-known Hartwell pharmacist.

Hillsboro sent O. M. Garrett to Columbus, O., as a delegate to the recent Republican State Convention. He was as noisy as any fellow in the delegation.

W. D. Converse succeeds S. M. Green at Shelby. Mr. Converse was formerly located at Lima, Ohio, and has a host of friends. He will certainly do well.

Albert, the son of John E. Wentz, died recently after a short illness. It was only last fall that the beloved wife of Mr. Wentz passed to the great beyond.

J. N. Curry has purchased the drug business of L. J. Rees, at Georgetown, Ohio. Mr. Curry was formerly in the drug business, and is returning to his old love.

George Budde and Adolph Faber have gone to Glen Springs, Ky., in the interest of the Stein-Vogeler Drug Company. The State Pharmaceutical Association meets there.

George H. Coady and Patrick H. Coady have purchased the interest of Pat Coady in the Coady Drug Co., at Bedford, Ind. George H. Coady will continue as the manager.

J. M. Fulkerson, who has just finished a thorough course at the Ada College of Pharmacy, has been engaged as prescription clerk by George W. Davis, the well-known pharmacist of Piqua, O.

E. S. Davidson, of Xenia, O., is a firm believer in the paradox that one and one make one. Edward has not said when, but his friends think it is early in September. Good luck to them both.

A can of phosphorus was about to explode in Herman Koekken's Walnut Hills store the other day. A clerk heard it sizzling and turned a siphon of seltzer loose. That squelched the phosphorus and doubtless prevented a disastrous fire.

CLEVELAND ITEMS.

A. H. Bates, formerly with Cassidy Bros., Youngstown, is now with H. J. Sherwood, calling on the local physicians.

Chatus & Hayner have opened a very neat and attractive new store at the corner of Wilson street and Broadway.

Fred. Meink, head clerk in the Mayell-Hopp Co. pharmacy, accompanied by his wife, is spending his vacation in New York City.

Mr. Cheetham, representative of Laxell, Dalley & Co., was calling on the trade with a fine line of holiday specialties in perfumes.

C. W. Beufield has purchased the stock owned by E. G. Tillison, C. O. Patch and F. M. and R. Parsons in the Cleveland Pharmacal Co.

John Benoit, prescription clerk in Meyer & Gleim's pharmacy, Cuyahoga Building, is recuperating his health in the northern part of Michigan.

H. Johns, a pharmacist, of Detroit, Mich., while in this city looking for employment, was walking on the Erie tracks and was struck by the "Flyer" and severely injured.

J. H. Blitz, the popular representative of the J. Eliwood Lee Co., is visiting the drug trade in the interests of the above firm. Mr. Blitz is always received with open arms, and is a welcome knight of the grip with Clevelandites.

MICHIGAN.

The Board Elects Officers.

PRICE AGREEMENT STILL HOLDS.

Telephone Service Criticized.

Detroit, July 20.—In Detroit drug trade conditions are taking on summer styles, like everything else. The wholesale trade is light, but a little better than last year. In the retail trade the soda fountain absorbs all the energy of the store, as the drug and prescription business is very light. We have had cool and healthy weather so far this season.

The Price Agreement

among the druggists, which went into effect last December, is being fairly well lived up to, only two attempts to break it having come to the surface. The first attempt was not by reducing the price, but by giving free soda or perfume with each purchase from the list. This was soon stopped by the committee from the local association. The second attempt was a reduction in price advertised by a Woodward Avenue pharmacist. His excuse was that he did not know that the list was still in force. He knows now.

Michigan Board Meets.

The latest is the last meeting of the State Board of Pharmacy, held at Star Island, June 25 and 26. There were 98 applicants for admission. The following are the only ones who succeeded in qualifying:

Registered Pharmacists.—R. M. Bauer, Petoskey; L. Barlow, Hastings; M. J. Cloonan, Pontiac; L. O. Cushing, Ann Arbor; A. G. Dunlap, Chas. Davey, Detroit; D. F. De Witt, Port Huron; E. C. Edsall, Jackson; H. Hudson, Riverdale; H. Hudnutt, Hanover; E. W. Hackmuth, Big Rapids; J. W. Kremer, Grand Rapids; F. M. McCarrick, Lansing; D. S. Mathews, Ypsilanti; J. R. Martin, Monroe; S. P. Rockwell, Pontiac; G. F. Stickney, Gowen; P. J. Tischard, Detroit; F. W. Tillson, Battle Creek; F. H. Whiting, Union City; G. A. C. Wilson, Nantecona.—21.

Assistant Pharmacists.—J. E. Belser, Ann Arbor; H. D. Berry, Detroit; E. J. Bennett, New Haven; G. S. Coffman, Cheboygan; J. B. Cannon, Detroit; F. L. French, Spring Arbor; G. D. Hilton, Fremont; W. W. Horn, Fayetteville, N. C.; A. E. Lambert, Detroit; D. M. Monroe, Cass City; J. J. Nelhardt, Detroit; G. J. O'Brien, Beesemer; E. Royce, Mecosta; G. G. Stillwell, Jonesville; A. L. Todd, Spring Arbor; F. A. Williams, Ionia.

Officers of the Board.

In addition to routine business the board elected officers for the year, as follows: President, A. C. Schumacher, Ann Arbor; secretary, H. Helm, Saginaw; treasurer, W. P. Doty, Detroit.

Telephone Troubles.

The Pay Station telephone service, which was forced on the druggists recently, still creates much friction, not only on account of the public's unfamiliarity with the idea, but the service is about as bad as can be. The annoyance has reached such a point that the doctors and, later, the Merchants and Manufacturers' Exchange, have taken the company to task on this question. The promise is for better service when the new switch board is in. In some ways the nickel-in-the-slot is a disadvantage, but the benefits are so much greater in the eyes of a majority, that the system is here to stay.

Delegates to the N. A. R. D.

A recent meeting of the Detroit and Wayne County Retail Druggists' Association elected A. S. Parker, city representative of Parke, Davis & Co., and W. H. Burke as delegates to the N. A. R. D. convention here next September.

To Amend the Law.

It is understood that the State Pharmaceutical Association is preparing some amendments to the State Pharmacy law, which will be introduced at the next session of the Legislature. Revision of the Poison, Dose, and Privileged Drugs lists, and some steps toward a higher standard are some of the changes under discussion.

Another Smuggler Caught.

The smuggling of coal tar products continues to be a favorite industry in these parts. Another small fry smuggler was recently caught. He gave his name as Jesse A. Buell, and was doing business as the Jewett Rubber Co., Windsor, Ont. He also carried a large stock of contraband rubber goods and Mexican opals. He has been bound over for trial.

At P., D. & Co.'s.

Prof. Frank G. Ryan, of the Philadelphia College of Pharmacy, has been appointed chief pharmacist at Parke, Davis & Co.'s laboratories. P., D. & Co. are also sending a lot of experienced hands to London to take charge of various departments in their English branch, which has been recently enlarged.

To Move for a Shorter Hours Law.

At a meeting of the Drug Clerks' Association of Michigan, held last week, steps were taken toward drafting a ten-hour law. There will be an endeavor made to avoid the methods that caused all the trouble and difficulties met with in New York State on the same movement, provided the law can be passed without an appeal to such methods.

To Welcome the N. A. R. D.

The Detroit and Wayne County Retail Druggists' Association are quietly preparing for the reception of the N. A. R. D., in September. President Seeley to-day announced the following appointments on the Reception Committee: F. W. Cooke, Wm. Dupont, M. E. Keyes, P. F. Nasmyth, Chas. Mann, W. H. Burke, H. Morris. This committee will have the entire comfort of the delegates under their charge, and will see that they are well taken care of.

Michigan Items.

The retail trade of Detroit recently suffered a loss in the death of Chas. H. Woods, who was for many years a druggist in that city.

Slip shod methods of bookkeeping and carelessness landed W. F. Gordon, a Grand River avenue druggist, in the hands of the Government officials, charged with a shortage in his postage account. He has a sub-station of the post office connected with his store. He was released upon making an explanation and clearing up the shortage. He has learned that the usual drug store stamp drawer will not suit the Government, which is a sticker for red tape and exact methods.

Charles J. Clarke, of Clarke & Kenney, of Paris, Ky., spent several days in Louisville recently, attending the reunion of Confederate Veterans.

CHICAGO NOTES.

W. A. Mercer, of Walnut, Ill., was a recent sufferer by fire. His loss was \$2,000.

James Stevenson, son of Robert Stevenson, is on a trip in New York.

Cain Brothers, at Estherville, Iowa, have succeeded R. B. Cain & Co.

L. L. Riggs, of Lincoln, Neb., was one of the recent visitors in Chicago.

R. F. Pepple, of Wilmet, Minn., has bought a complete stock of Robert Stevenson & Co.

James Watson, of Watson & Gregory, leading druggists, at Spokane, Wash., passed through Chicago this week on his wedding trip.

A handsome painting, loaned to Manager J. H. Odert, is in the window of Hance Brothers & White's Chicago office. It is entitled "Visitors' day at the hospital," and has attracted much favorable notice.

A slot machine in a drug store at Sixty-third street and Kimbark avenue has been attracting attention, because the place is a postal sub-station. Postmaster Gordon said the slot machine would not be the cause of removing the sub-station.

An important change has been made in a long established wholesale firm at Milwaukee. Charles Baumbach & Co. has been re-organized, and is now Yahr & Lange. The officers are: F. T. Yahr, president; L. A. Lange, secretary, and E. F. Yahr, treasurer. The firm's place of business is at 486-502 Market street.

Considerable attention has been drawn to the Public Drug Co. The firm furnished a handsome store, advertised extensively and announced that a legitimate drug business was to be conducted. On these representations Manager Hexter was enabled to buy goods of all jobbers. Recently two wagons were seen passing up and down State street, bearing the legends "Great drug war," "the big cut rate store," and the name of the Public Drug Company was underneath.

A Cut Rate Store in St. Louis.

St. Louis, July 20.—The Anti-Monopoly Drug Co. is the name under which the old Clark & Mend Drug Store, of East St. Louis, now sails. It was purchased by two physicians of that place, who have retained the old chief clerk, Mr. B. F. Ross, and the store will be run on a strictly cut-rate plan. The store is in no way connected with the firm on this side bearing the same name. This is the first cut-rate drug store the East Side has had for many years. Heretofore when such a store was contemplated the druggists would get together and were always successful in dissuading the prospective proprietor from his plans. They considered the matter this time and came to the conclusion that it was not worth the time and trouble, and they believed the location of the store and the reputation of the two physician proprietors was such that the store would never do much business. All the wholesale drug firms on this side have given positive instructions to their salesmen not to sell the firm any goods.

ST. LOUIS NEWS.

It has just developed that H. F. Fricke, proprietor of two handsome stores in this city, who started West on a vacation some time ago, has opened a drug store at Stafford, Kan.

Geo. W. Gregg, Jr., has been appointed chairman of the Entertainment Committee of the Missouri Pharmaceutical Travelers' Association. He has commenced already with preparations for the next meeting.

N. H. Allen, druggist, at Kirkwood, near St. Louis, was recently awarded damages against the Missouri Pacific R. R. for the destruction of grass and trees in his yard caused by sparks from the engine.

Theo. F. Young, druggist at Channing and Franklin avenues, says his trade has nearly doubled itself since the street car strike is on. The reason for this is, he is located in a residence district and upon the one car line where there is no strike, and people come for many blocks around to catch the car at this corner.

The People of the State of New York,
By the Grace of God, Free and Independent.
To William Griffin Tuttle, Greeting:

We, the People of the State of New York, do hereby confer upon you, the said William Griffin Tuttle, the rank of First Lieutenant, in the Military Pharmacists, Twenty-third Regiment Infantry, National Guard, New York, of the grade of First Lieutenant.

with rank from June 12th, 1910.

You are, therefore, to observe and follow such orders and directions as you shall from time to time receive from our Commander-in-Chief of the Military and Naval Forces of our said State, or any other your superior officer, according to the rules and discipline of war, and hold the said office in the manner specified in and by the constitution and laws of our said State. In pursuance of the trust reposed in you, and for so doing, this shall be your Commission.

In Testimony Whereof, We have caused our seal for Military and Naval Commissions to be hereunto affixed.

Witness: Theodore Roosevelt, Governor

of our said State, Commander-in-Chief of the Military and Naval Forces of the same, at city of Albany, this twenty-fifth day of June, one thousand, nine hundred

T. Roosevelt

Edward M. Hoffman, Adjutant General.

THE FIRST COMMISSION ISSUED TO A MILITARY PHARMACIST.

Above we present a fac-simile of the first commission issued to any military pharmacist since the Civil War. The above commission was issued to Wm. G. Tuttle as military pharmacist of the 23rd Regiment of the National Guard of the State of New York with the rank of first lieutenant. It is undoubtedly of interest as being the first fruits of the active campaign which has been carried on under the auspices of the American Pharmaceutical Association for the past five years, with the object of gaining a higher rank and pay for the military pharmacists.

Georgia Board of Pharmacy.

The Georgia State Board of Pharmacy held its last meeting in Savannah on May 21st. There were thirteen applicants for license. Seven passed successfully. There was only one graduate in pharmacy among the applicants and he made 15½ per cent. higher than the next highest man. The names of the successful applicants were as follows:

H. S. Redding, Ph.G., Waycross, Ga., passed as pharmacist; D. L. Brown, Culverton, Ga., passed as apothecary; C. A. Francis, Augusta, Ga., passed as apothecary; P. H. Croghan, Savannah, Ga., passed as druggist; B. F. Chapman, Augusta, Ga., passed as druggist; Jas. B. Black, Augusta, Ga., passed as druggist; E. L. Sumeran, Augusta, Ga., passed as druggist.

Dr. Harry Sharp, of Atlanta, one of the most popular and able members of the Board, was not present at the meeting, and telegraphed to the Board during its session that on account of the pressure of business and continued ill-health he had decided to tender his resignation to the Governor. Both the Board and the association, which convened the following day, and before which the telegram was read, expressed many regrets at his decision in the matter. The Board joined in a letter of the deepest sympathy and regret to Dr. Sharp. Dr. Sharp had an exceedingly severe attack of what appeared to be paralysis, or something similar, about a year ago, and has been in quite bad health ever since. This, with the very urgent demands of his business, caused him to decide to resign from the Board. Dr. Sharp has left home on a distant trip to the West, and it is hoped that complete relaxation from business af-

airs will bring about full recuperation.

At the meeting of the State Association in Savannah on May 22d, five names were selected to be presented to the Governor from whom he is to select one to fill the vacancy occurring in the State Board of Pharmacy on the first of November next. There was a great deal of interest taken as to the selection of the five names to be submitted. The names submitted were as follows: C. D. Jordan, Monticello, C. G. Paine, Waycross; H. H. Arrington, Rome; J. O. Tigner, Greenville, and J. G. Dodson, Americus. All five are excellent gentlemen and pharmacists and their friends are actively urging their claims upon the Governor. As Dr. Sharp's place is also to be filled, there are two of the gentlemen out of the five who will be successful.

The next meeting of the State Board will be in Atlanta on November 26.

On July 16 Harry Sharp, of Atlanta, Ga., tendered his resignation to the Governor as a member of the State Board of Pharmacy, to take effect November 1 next, stating as his reasons for taking this step his ill health and the exacting demands of his private business. Dr. Sharp has just returned from a trip out West considerably improved in general health, but he feels that some relaxation must be secured from the many matters he has on hand to enable him to fully recuperate. He is looking much improved, and it is with many regrets his numerous friends throughout the State will learn of his actual resignation from the board. He has occupied a position on the board

for ten or twelve years. On account of his splendid mentality and genial manners he is much beloved throughout the State.

On the 17th the Governor appointed C. D. Jordan, of Monticello, to fill the vacancy which occurs by the retirement of Jno. P. Turner, of Columbus, on November 1, and J. G. Dodson, of Americus, Ga., to fill the vacancy also occurring November 1 by the resignation of Harry Sharp. Both of these gentlemen will make excellent members of the board. Of the five names submitted to the Governor any of them would have made splendid material. On account of the very active interest in their behalf by the friends of each of the five gentlemen whose names were submitted to the Governor from whom he was to select two new members of the board, many pharmacists throughout the State felt it to the best interest of all concerned to request the Governor to make a speedy decision in regard to the appointments, and urged the two names selected as being the two which would probably be most acceptable to the largest number.

Dr. D. J. Leech.

Daniel John Leech, M.D., D.Sc., F.R.C.P., professor of materia medica and therapeutics in the Owens College, Manchester, Eng., died at the age of 61 on July 2.

Dr. Leech was chairman of the Pharmacopœia Committee of the General Medical Council of Great Britain, and made the address to the students at the opening of the School of Pharmacy of the Pharmaceutical Society of Great Britain in October last year. The address was printed in the columns of the AMERICAN DRUGGIST. Dr. Leech was born at Urmston in 1840. He entered Owens College in 1854, and qualified by taking the diploma of the Royal College of Surgeons in 1861. In 1868 he became M.B., and in 1873 M.D. of London University. In 1881 Dr. Leech was made one of the professors of Owens College, and in the following year was elected a Fellow of the Royal College of Physicians. He has written much on the subject of therapeutics.

A Displaced Heart.

It would seem that, after all, the expression, "his heart sank within him," is not wholly a figure of speech, for in a case recently on trial in the civil courts in Vienna the plaintiff claimed damages on the basis of internal injuries received in a railroad accident. The medical experts maintained that the shock of the smash had caused the heart of the plaintiff to change from its normal position to one lower down in his body. This theory was received with incredulity by the jury, but their skepticism was satisfied when they applied their hands to the man's ribs and could feel the organ beating in the usual manner. The medical men stated that the sufferer might live for several years, notwithstanding the extraordinary displacement of his heart, but that he was more liable to heart failure and would experience great difficulty in doing his work. Under these circumstances the jury awarded the plaintiff liberal damages. We must now look for a case where "his heart was in his throat" is more than a mere figurative expression.

Drummerdom.

Contributions for this column are invited. For available articles dealing with the news of traveling salesmen payment will be made.

Our Portrait Gallery.



Chas. M. Phelps,

Chicago Representative Londonderry Lithia Spring Water Co.

The AMERICAN DRUGGIST presents in this issue one of its readers and friends, who has called on the drug trade in nearly every State and territory in the Union.

Mr. Phelps began his career as a detail man for the Dolber Goodale Co., working the Southern States in Winter and the Northern in the summer months. After five years on the pay roll of the house located in the "Hub," he accepted a position with the Horlick Food Co. of Racine, Wis., making a trip to the Pacific Coast, after which he located in Philadelphia and for five years continued to do missionary work for the "Little Suckers," but after ten years devoted to people who had babies he wearied of that sort of thing, and for the past two years has been looking after the interests of the Londonderry water in Chicago, where he has many customers, all of whom are also his friends.

Mr. Phelps, though a young man, has established a reputation for integrity and ability, and has made for himself in two years in Chicago a circle of friends and acquaintances which any man of business may well be proud of.

Caught on the Fly.

F. N. Oxley, general salesman for Seabury & Johnson, whose headquarters are in Chicago, paid a flying visit to this city last week. He had spent a short vacation at his home in Worcester, Mass., and was in somewhat of a hurry to get back West to attend the annual meeting of the Illinois Pharmaceutical Association, which was scheduled for the 17th inst.

H. Kauffholz, who represents Lehn & Fink in the Hudson River district, is ambitious to spread his pinions. He will shortly seek a wider field for the exercise of his ability, representing the concern in the Middle and Far West.

BOSTON. Rudolph Wirth has again "come and gone."

The Fougere specialties are always well in the lead with Rudolph at the helm.

W. N. Wallian has been effectively expounding the virtues of the goods of the Oakland Chemical Co.

L. Salazaar knows much about the specialties of the Lews Chemical Co., of New York, and he is not noted for his backwardness in imparting that information when an order is in sight.

Peter R. Lance is one of the old stand-byes of W. R. Warner & Co., of New York. His last trip was successful.

The Fraser Tablet Triturate Co. was recently represented here by L. M. Sessions. The latter is a hustler of the first order, and so placed many goods.

E. R. Sherman has been looking after the interests of Bell & Co., of New York, in a most satisfactory manner.

J. G. Rieger is a new man in this territory, but none the less welcome. He was talking the products of P. Rieger & Co., of San Francisco, who deal in perfumes.

George C. Park, of Park & Tilford, was around calling on his friends and customers a few days ago. It was in the nature of a pleasure trip as well, for the genial Mr. Park was on his way to Europe.

G. M. Dorrance, of New York, has been around again. He represented Allen's Corn and Bunion Plasters, and it is said that he sent many orders to his house.

W. D. Shattuck is one of Parker, Stearns & Sutton's knights, and he is indeed an effective aid to their business. His customers like to have him call.

C. H. Field drums for the F. M. Keeler Co., of this city. He looks after the local trade in a very creditable manner.

S. Leerburger has been selling goods for Leerburger Bros., of New York. He is an expert in his specialty, essential oils.

The Wells, Richardson Co., of Vermont, are devoting much energy to pushing Cereal Milk in this section. J. A. Ward has been around aiding in the good work. He is a convincing talker.

BUFFALO. It is supposed to be the off season for the traveling salesman, but there are enough of them in the drug trade to cover midsummer as well as other parts of the year. Some of them manage to be within call when the local outings are given, and it is noted that among those who went down the Niagara with the Buffalo druggists on the 11th were J. H. Clements (Leggett & Bro.), Robert Service (J. M. Maris & Co.), F. E. Marvin (Colgate & Co.), J. S. Marvin (Seabury & Johnson), Mr. Monroe (Hance Bros. & White), D. T. Horton (Henry Thayer & Co.), F. W. Buescher (resident manager for Parke, Davis & Co.), F. P. Hinkston (Bruen, Ritchey & Co.), Fred Estelle (John Wyeth & Bro.).

Among the recent visitors to the Buffalo drug trade with a neat list to display was A. L. R. W. Stephenson, who is in the interest of Henry Allen, glassware and druggists' sundries.

George E. Burrows, one of the old reliables when goods in his line are wanted, has just covered the Buffalo territory for the steenth time for Schieffelin & Co.

F. L. Ellis, of the New York firm of Ellis & Golterman, being on his vacation, stopped off at Buffalo on the way and interested the druggists in his atomizer goods. He goes to Canada and swings around into Maine on the trip.

M. C. Robbins, representing the J. Elwood Lee Company, of Conshohocken, Pa., in the plaster and bandage trade, has just sold his usual goodly amount of specialties in Buffalo.

J. S. Marvin, who is a Buffalonian among his other accomplishments, is putting business along with pleasure during the hot months and has paid his city customers a general visit lately in the interest of Seabury & Johnson.

PHILADELPHIA. During the past week few out of town salesmen have been in this city, which is something unusual. This is a dull period of the year, but usually the salesmen are on hand trying to work up the fall trade. There is some talk of the drug salesmen of this city, and the local representatives of out of town houses, organizing a social club. Last year an effort was made to organize a club on the order of the Drug Club of New York, but after many promises, which were never carried out, the scheme fell through. The gentlemen who are back of this movement feel more sanguine, and they think a small club can be formed. Nothing, however, is to be done until the thermometer quiets down and stops racing up the tube.

T. S. Asken, of the Emerson Drug Co., of Baltimore, is now soliciting business at the Jersey seaside resorts.

A. Hart, the manager of the Sponge Department of Smith, Kline & French Co., has left for Europe to purchase goods for the coming fall and spring trade of 1900 and 1901. The business of the firm in this line in the last few years has very considerably increased, which is no doubt attributable to the high class of goods they carry. Mr. Hart's object in going abroad is that he may be able to select such goods as best suit his trade, which consists chiefly of the high grade Mandruka Bath and fine Toilet Cup Sponges, of which he had an exhibit at the Grand Hotel in New York from April 2 to 5 of this year. Mr. Hart's father was one of the first merchants to engage in the sponge business, and is very much interested in his son's career, and personally selects and looks out for the best grades of goods that are shipped to the London market, which fact places the firm for which he buys in a very strong position.

CINCINNATI. Arch L. Harris, who formerly represented the Stein-Vogeler Drug Company, is traveling for Bauer & Black, of Chicago.

Mr. and Mrs. Hazard, of the Freeman Perfume Co., entertained a number of Kentucky druggists at the recent gathering at Glen Springs.

W. F. Palmer, a clever traveling man representing S. E. Howard's Sons Co., was here last week.

J. B. Churchman, the well-known perfume salesman, was here recently in the interest of Schandeln & Lind, of Philadelphia.

Howard G. Pinney, one of the best known traveling men on the road, was here last week in the interest of G. T. Sutterly & Co.

W. J. Marshman was in Cincinnati this week taking orders for the C. B. Woodworth Sons Co., perfumers, of Rochester, N. Y.

G. S. Leiner was in the Queen City recently booking orders for brushes and other sundries in the drug line. He reports good business.

CHICAGO. A. G. Showers, representing Morrison, Plummer & Co.'s cigar department, is getting samples together preparatory to also taking a line of sundries along on his next trip into Nebraska.

W. K. Sutliff, Illinois man for W. R. Warner & Co., is on a vacation trip in New York.

J. H. Odbert, manager of Hance Brothers & White's Chicago office, is in Philadelphia. W. M. Schroeder is in charge during his absence.

E. H. Lee, of the Michigan Drug Co., was in town recently on his way to Iowa. He has a complete line of perfumery for the holidays.

A Drummer Who Writes Novels.

Charles Clark Munn, the author of the story of adventure, Pocket Island, enjoys the distinction of being the only commercial traveler who is also a novelist. He explains in an apologetic way that selling goods is his trade and literature his weakness. He is a New Englander by birth and has probably a better knowledge of the topography of the Eastern States than any other writer. The information gathered in this way he has utilized in his writings, which describe with marked fidelity prominent or romantic spots in that section of the country. Most of his education was self-acquired, his school days having been confined to a little country schoolhouse which he attended irregularly in his boyhood. Speaking on this subject he said to a friend: "My two best teachers have been the locomotive and the country store."

The Drug and Chemical Market.

Review of the Wholesale Drug Trade.

It should be understood that the prices quoted in this report are strictly those current in the wholesale market, and that higher prices are paid for retail lots. The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

New York, July 21, 1900.

ALTHOUGH the usual midsummer dullness has fully set in, the market has not been devoid of interesting features, and there has indeed been quite a flurry in some departments, quinine having advanced twice during the interval in consequence of an advance in prices of bark at the London sale and a falling off in the shipments from Java. Several other features not usually noticeable at this season of the year have forced themselves forward, for which the disturbed condition of affairs in the Far East is without doubt responsible. The list of advances toward a higher range of values is quite large, the leaders being quinine, cubebs, opium, nutgalls, star anise, carbolic acid and short buchu leaves. Firmness, if not higher prices, is especially noticeable in the more distinctively Chinese produce, though articles of South African origin are similarly affected. Apart, however, from the flurry in quinine the only very serious topic of discussion in the drug market since our last report has been the weather, which has not been conducive to any special exertion in the way of completing large transactions. Present conditions are certainly favorable to a continuation of high prices for some time to come, and when jobbers and retailers throughout the country begin to realize the situation there will undoubtedly be some aggressive buying. The present position of the market can be fairly well determined by a glance at the following table of fluctuations for the past fortnight:

HIGHER.	LOWER.
Quinine.	Artificial wintergreen.
Opium.	Clove oil.
Nutgalls.	Sodium benzoate.
Tannic acid.	Salicylate soda.
Buchu leaves, short.	Belladonna root.
Ergot, German.	Guarana.
Cubeb berries.	Canary seed.
Oil cubebs.	Culvers root.
Boric acid.	Senega root.
Vanilla beans.	FIRMER.
Thymol.	Campbor.
Carbolic acid.	Glycerin.
Star anise.	Epsom salts.
Celery seed.	Cantharides.
Coca leaves.	Cocaine.
Galangal root.	Damiana leaves.
Japanese gelatin.	Cardamom seed.
Cuttle fish bone.	Balsam Peru.
Gentian root.	Tartaric acid.
	Hyoscyamus leaves.
	Jalap root.
	Golden seal root.

DRUGS.

Acetanilid is finding a steady sale, most of the stock going into consuming channels on the basis of 24c per lb. for single barrel lots.

Alcohol continues held at full distillers' prices, grain being quoted \$2.37 to \$2.39 and wood 75c for 95 per cent.

Arnica flowers are in moderately active demand with current sales at 8½c to 9½c.

Balsams of the various grades are in very limited demand at present. There is, however, no disposition evident on the part of holders to urge the distribution by price concessions and values for the most part are firmly maintained, Central American selling at 34c to 36c, Para 40c to 42c, Tolu 28c to 31c, Peru \$1.25 to \$1.30, and \$2.10 to \$2.25 for Canada fir.

Barks.—There have been some arrivals since our last, but not enough to affect prices, which are fairly well maintained at the quoted range. Attention is called to the revised range for Angostura, which was overlooked before. Cascara sagrada is slightly weaker under the influence of recent arrivals of new crop, but 4½c to 6c is still generally asked. Cramp bark is less actively inquired for, and this coupled with freer offerings from primary points of delivery has depressed values and quotations are merely nominal at 7c to 8c.

Buchu leaves have been advanced to 18c to 20c, owing to the small available supply being closely concentrated in the hands of a few dealers and none coming forward from South Africa.

Burgundy pitch has been in demand, and we hear of numerous small sales at the range of 2½c to 8c.

Cacao butter is maintained with considerable firmness, but the article is not in demand at the moment, hence large transactions are the exception. We quote bulk 38c to 40c per lb., and 12-lb. boxes 42c to 44c.

Cantharides, Chinese, are under good control and prices are well sustained at 40c to 50c, though the demand does not exceed ordinary proportions. Russian are offered with more freedom at 50c to 55c.

Cassia buds are selling fairly in a small way, but the tone of the market is firm, holders making no effort, however, to increase the distribution. Such small sales as come to the surface are making at the range of 25c to 28c.

Cocaine is well sustained in the face of an active demand and limited available spot supply. Stocks of crude at shipping centers are reported exceedingly low, and the statistical position of

the drug both here and abroad is very strong, though manufacturers continue to quote \$4.75 to \$4.95. Readers will make the necessary correction in our Original Package Prices, which show a lower figure than the market range.

Cod liver oil, Norwegian, is very quiet, there being only a perfunctory demand for the article at this season. Quoted \$22.50 to \$26.

Colocynth apples appear to be steadily maintained at prices within the range of 40c to 42c for prime Trieste, 42c to 45c for selected, and 17c to 18c for Spanish.

Cubeb berries have mounted steadily upward since our last, and the closing quotations were 14c to 15c for XX, and 12c to 13c for common, an advance of 5c over our last quotation and the latest advices from London indicate further advances in that market.

Cuttlefish bone has developed special firmness during the interval, and for the small available supply, which is closely concentrated, 24c to 25c is asked, while for jewelers' large 75c is the quotation, small changing hands at 35c.

Ergot, German, is held with increased firmness, but buyers and holders are considerably apart in their views and there is little business to be recorded. The inside price at the time of going to press seems to be about 52c, while 55c is being paid for small jobbing parcels; Spanish is steadily maintained at 65c to 75c.

Gelatin, Japanese, has hardened appreciably during the interval, owing to scarcity and a better inquiry, and holders now ask 55c.

Glycerin is very firm in sympathy with the position of crude, but values are as yet quotably unchanged, 14½c to 15c being named for C. P. in drums, 15c to 15½c in barrels, and 15½c to 18c in cans, as to quality and quantity.

Guarana continues to show a weaker tendency and recent sales have been at 38c to 40c.

Juniper berries are firmer in the face of a slight scarcity and delay in the receipt of new crop; sales at 2c to 2½c.

Lycopodium is selling in a small way only, though holders are firm in their views and sustain prices at 55c to 57c for ordinary and 57c to 60c for Politz.

Manna is in fair jobbing demand for the different varieties, and the sales of large flake since our last have been at 55c to 60c, small flake 30c to 33c, and sorts 25c.

Menthol continues to reflect a hardening tendency, and prices have advanced since our last, \$2.60 to \$2.70 being now the common quotation.

Morphine is finding a steady consuming outlet, and the tone of the market is firm at \$1.80 to \$1.90.

Nux vomica is held with slightly increased firmness, but prices show no variation. It is understood that the spot stock is quite ample for all demands.

Opium has worked into better position since our last, and prices are a shade higher. Advices from Smyrna regarding the growing crop are of an unfavorable character, and prices are stiffening in that market. In London, sales of 11 per cent. to 11½ per cent. test were

made at 10s. 3d., which, duty considered, means an advance over quotations current here. Holders are decidedly firmer in their views, and this, coupled with a good buying movement, has sent up prices to \$3.30. Some holders now ask \$3.40, though \$3.15 will still buy in an ordinary way. Most of the selections are of jobbing parcels, which are obtainable at the sharp advance to \$3.40 to \$3.60.

Quinine has appreciated materially in value, and the demand has increased. Since our last we have to report two important price revisions toward a higher range. The result of the first Amsterdam bark sale after the publication of our July 9 issue was an advance of 5 per cent., which warranted and produced a 2c advance in manufacturers' prices for the alkaloid. The second bark sale was held early this week and resulted again in higher prices, the effect being immediately apparent on the market for quinine, foreign manufacturers announcing an advance of 2c per ounce, and this action was at once followed by domestic makers who issued circulars under date of July 18 announcing a revised range on the basis of 35c for bulk in 100-ounce cans; 5-ounce cans, 37c; 1-ounce cans, 40c. The agents of foreign manufacturers quote uniformly on this basis, and while a sale of 5,000 ounces German was reported from second hands at 33c, it would appear that 34c is now strictly inside limit. The disturbances in China and the probabilities of war are encouraging to holders, and it is believed that a still further appreciation in values will come from manufacturers.

Sodium salicylate has been reduced to correspond with the lower range for the acid, and manufacturers now quote 43c to 46c, though this figure is being shaded from second hands.

Sugar of milk continues in demand; most of the output, however, goes to the large manufacturing concerns on contract orders. The quotations for powdered remain at 10c to 13c as to brand and crystals, 15c to 16c as to quality and quantity.

Thymol continues scarce and values are well sustained at our quotations.

Vanilla beans are in good demand and the tone of the market is firm in view of strong advices from primary markets. Sales of Mexican whole are reported at \$9.50, but \$10 is more generally quoted as strictly inside for quantity lots, as much as \$15 being paid for jobbing parcels of good quality bean.

DYESTUFFS.

The demand for the various kinds is of extremely limited proportions, and the market retains a very quiet appearance, as it will be some time yet before buyers are ready to contract for fall supplies.

CHEMICALS.

Arsenic, white, continues in demand, most of the orders being for forward delivery. We hear of jobbing sales of German and English at 4½c to 5c, as to brand and quantity. Red is without quotable change.

Benzolic acid is fractionally lower and the demand does not improve at the quoted range of 46c to 47c per lb. for

German and 12½c to 15c per ounce for English.

Bleaching powder is dull and little interest is extended to the article, quotations being more or less nominal at 1½c to 2½c for English and 1½ to 2c for other brands, as to quality and quantity.

Boric acid quotations have been revised by the manufacturers to the range of 10½c to 11½c for crystals and 11½c to 11¾c for powdered, as to quantity. This is a fractional advance over previous quotations.

Brimstone, crude, seconds, continues held at \$21.50 to \$21.75.

Carbolic acid has advanced owing to increased demand and higher quotations from the other side. Bulk now held at 23c to 24c and bottles 27c to 30c.

Caustic soda remains quiet and quotations for 70 per cent. to 74 per cent. have been further reduced to \$1.95 to \$2.10, as to quantity.

Chlorate potash is finding sale in about the usual quantities, and prices are fairly well sustained at the range of 9½c for domestic crystals and 10½c to 11c for powdered.

Citric acid is in good seasonable demand and held firmly at the range of 40c to 40½c for barrels and kegs respectively.

Epsom salt is held with increased firmness, owing to a sudden unlooked for increase in the demand and large deliveries on both old and new orders operating to create a slight scarcity. Prices are, however, as previously quoted, 80c to \$1.25 being named.

Formaldehyde meets with satisfactory attention and there continues a good steady outlet into channels of consumption for which 16c to 17c is paid for bulk as to test and quantity.

Nitrate of silver continues held and selling at the recently established range of 40c to 41½c.

Oxalic acid offers at 5½c to 6c, and the majority of the orders are of a jobbing character.

Tartaric acid, powdered, continues held at 32c to 32½c, as to quantity.

Zinc oxide has declined, with offers of G. S. at 6½c to 7½c, and R. S. 6½c to 7c.

ESSENTIAL OILS.

Anise, which advanced early in the month, has reacted and is now stationary at \$1.70 to \$1.75. It is considered in some quarters that speculative influences are at the back of the fluctuations.

Bergamot is reported higher in the primary markets, where there is a scarcity of oil, but quotations here are not affected, sales being made at \$1.75 to \$2.

Cassia has been subject to the same influences as noted in anise and quotations have fluctuated somewhat during the interval, coming back at the close to 90c to 95c for 75 per cent and 80 per cent., and 80c to 85c for lower grades.

Clove has developed an easier feeling owing to competition, and holders are free sellers at 50c to 55c, as to quantity and holder.

Cubebs have stiffened materially in the interval, in sympathy with the high-

er price of the berries, and most holders now quote 95c to \$1.

Lemon, Orange and the various Messina essences are held steadily at the quoted range, but the trade requirements at the moment are not of a very extensive character.

Pennyroyal is held at an advance over previous prices, recent sales making at \$1.35 to \$1.50.

Peppermint, H.G.H., is less actively inquired for, but holders are firm in their views at \$1.15 to \$1.20.

Rose is slightly easier. Advices from Bulgaria regarding the new crop continue of a favorable character, and most holders of oil offer at a slight reduction from previous values, or, say, \$4.50 to \$4.55.

Wintergreen, artificial, is lower, manufacturers having reduced their prices to correspond with the lower range for basic material, and 50c to 58c is now asked by holders, as to quality and quantity. Pure natural is steadily maintained at \$1.40 to \$1.50.

GUMS.

Aloes, Cape, is meeting with moderate attention and the tone of the market is steady at 6½c to 7c. Curacao is without special change, only jobbing sales being reported at 3½c to 4c, while Socotrine is held at 20c to 23c.

Arabic is jobbing very slowly, but prices are without quotable change, 45c to 50c being named for first picked, 32c to 40c for second, and 14½c to 15½c for sorts.

Camphor is firm without, however, any quotable change in values, 59½c to 60c being yet named for refined in barrels and cases; Japanese tablets and slabs are held and selling at 61c to 62c.

Kino is in steady, fair request and held at the wide range of 50c to \$1.

Tragacanth, Aleppo, meets with a moderate sale, the transactions being within the range of 60c to 70c for firsts and 50c to 60c for seconds. First Turkey is maintained at 75c to 85c, seconds 50c to 55c, and thirds 40c to 45c.

ROOTS.

Galangal has improved in position, the disturbances in China operating to make holders offer very sparingly at an advance of 8c.

Ipecac is quiet and values are easy, though prices show no open change, \$3 to \$3.10 being yet named.

Jalap is closely concentrated and prices are tending upward with spot quotations both here and in Europe already higher, 12½c to 14c being named as to quality in the local market, while the London quotation is 7d.

Orris is without change of special consequence. The demand from manufacturing consumers continues of satisfactory proportions and several large sales have come to the surface since our last at which the price paid was 12c to 14c; Verona held at 7c to 8c.

Senega has continued steadily on the downward grade, and we hear of a sale of some 6,000 lbs. at 25c, while the open quotation in this market is 28c, at which figure it is reported goods have been sold for export.

Snake is working into better position,

most of the outside lots having been picked up and none coming forward. Most holders now require 30c to 32c, as to quality.

Sumbul is offered more freely, supplies having come forward more abundantly of late and quotations show a decline of 16c to 18c.

SEEDS.

Anise, star, continues to harden in value, in view of the present disturbances in China and the fear that it will be impossible to obtain new supplies. Most holders now ask 23c and small lots are unobtainable at less than 24c.

Canary is lower and little attention is extended to the article. Such small sales as come to the surface are making within the range of 2½c to 2¾c for Smyrna, and 2½c to 2¾c for Sicily.

Cardamom is firmer, in sympathy with advices from primary points. Bleached quoted 65c to 90c and decorticated 65c to 75c.

Celery is higher, with holders quoting 6½c to 7c.

Mustard is dull and Trieste, brown, is offered at a slight reduction, or, say, 6½c to 7c, and German yellow 4½c to 5c.

Well Worth the Money.

The M. Winter Lumber Co., Sheboygan, Wis., have just issued a catalogue of high grade store fixtures, which contains an immense mass of valuable information regarding the fitting up of stores. For copies of this catalogue they charge the small sum of twenty-five cents, a sum which by no means covers its cost, but which will save them the useless expense of furnishing catalogues to people who have only an idle curiosity to satisfy in sending for copies of the catalogue. To any one who really wishes to purchase store fixtures the catalogue is well worth the trifle of expense.

New Price List for Syrup of Figs.

In carrying out the N. A. R. D. plan the California Fig Syrup Co. have recently issued a notice concerning prices to the trade. Their list price on Syrup of Figs is \$48. Regarding the matter of discounts the circular says:

To wholesale houses that we select as wholesale distributors, ordering at one time and for one delivery, in quantities of not less than five gross, or \$240, who do not quote or sell our remedy, Syrup of Figs, either directly or indirectly, or divide the above quantity with another party or parties, or permit our goods to be disposed of in any way by their salesmen or others at less prices than those above stated, a rebate of ten per cent. will be allowed upon payment of the invoice within sixty days' time. If paid within ten days we will allow an additional discount of five per cent. on the net amount for cash on the quantity named above. If the quantity purchased at one time by such wholesale distributors amounts to two gross or \$96, besides the rebate of ten per cent., an additional discount of two per cent. will be allowed for cash payment within ten days' time. On orders for not less than two gross we will pay freight to destination by lines of our own selection.

Wholesale distributors may allow a discount of five per cent. to dealers buying six dozen Syrup of Figs at one time.

It will not, however, be considered a violation of the above terms, when wholesale distributors, on their bills paid within ten days, allow a discount not exceeding the customary cash discount on such goods in their section of the country.

Believing that the sale of our goods to aggressive cutters and brokers is detrimental not only to our business, but to that of the retail trade as well, we will decline to sell

our preparation to any party supplying such cutters or brokers, either directly or indirectly, with our goods at any price.

Should complaints reach us that parties violate these terms, or we have reason to believe that they have done so, we shall exercise our right whenever we are satisfied that these terms have been violated to decline the orders of parties who have failed to maintain them.

The above conditions are imperative, and a violation of them will be regarded as an abandonment of the rebate plan by any parties who have been acting as our wholesale distributors.

New Prices on Fairchild's Pepsin.

Fairchild Bros. & Foster announce that on and after August 1, 1900, the prices of Fairchild's pepsin in scales and in powder will be as follows:

Pepsin in scales, 1 lb. bottles, each.	\$7.50
" " " ½ lb. " " "	3.75
" " " ¼ lb. " " "	1.80
" " " 1 oz. " " "	.50
Pepsin in powder, 1 lb. bottles, each.	7.00
" " " ½ lb. " " "	3.50
" " " ¼ lb. " " "	1.75
" " " 1 oz. " " "	.45

Matzoon a Copyrighted Word.

John G. Wischerth, a retail druggist of 1076 Bedford avenue, Brooklyn, has been enjoined by the Supreme Court from manufacturing or offering for sale any preparation of fermented milk or other similar article under the name of "Matzoon," "Gullian's Matzoon," or other colorable imitation of the name. In handing down the decision Justice Gaynor takes the ground that "Matzoon" is neither an English nor an Armenian word, but merely an attempt to reproduce by means of the English alphabet the sound of the Armenian word. The learned judge cites as a possible parallel the words "pang" and "sucker," which reproduce the sounds of the French words "pain" and "sucree," but which would clearly be subject to copyright in their anglicized form, even if applied to bread and sugar. The decision is of very general interest, as it is directly contrary to the ruling of the United States Court of Appeals in the Massachusetts district, which was based on the assumption that Matzoon is an actual word and name, whereas, as pointed out by Justice Gaynor "Matzoon" does not correspond to the Armenian word in the number of letters contained in it, nor does it quite conform to it in sound. The plaintiff was the Dr. Dadirrian & Sons Co., the original makers of Matzoon.

Health and Pleasure in California.

A very important element of the popularity and efficiency of California is the delicious and healing climate. No climate so bland, so generous, so invigorating can be found in any country of Europe. It is worth something to the mind and the body to be surrounded by fruits and flowers every day in the year, and to be absolutely free from malarial poisoning. The climate possibly doubles the healing value of springs, which in themselves are the finest and most beneficial in the world. Any desired information concerning route, etc., will be cheerfully furnished by the Southern Pacific Co., 349 Broadway, New York.

Druggists who are close buyers on Glassware should write to Henry Allen, 138 William street, New York, for catalogue, mentioning the AMERICAN DRUG-

GIST. Mr. Allen handles everything in the way of glassware.

Parke, Davis & Co.'s Library.

Among the unique features of Parke, Davis & Co.'s establishment is the Laboratory Reading Association, an organization of employees which selects its own Board of Directors and manages its own affairs. The present Board of Directors is composed of Joseph Helfman, president; J. M. McDonald, vice-president; G. W. Mutter, treasurer; Miss M. E. Spaulding, secretary; Miss M. T. Buckley, who has been librarian for ten years; Walter G. Norvell and Miss B. Massnick.

The firm has reserved a commodious apartment for the exclusive use of this association, and 1,440 of the best popular books of the day have been collected.

At present there are about 400 members of the association, approximately representing the same number of families. Estimating five persons to the family, this gives a circle of about 2,000 readers.

Members are allowed to retain books for two weeks, whereupon they may be renewed for another two weeks, unless they are recent additions to the library, in which case they cannot be renewed.

Thirty-three current magazines are kept, which may be retained for four days, without the right of renewal. The principal magazines are represented by several copies.

The association was founded September 14, 1885. Its originators were D. O. Haynes, then superintendent of Parke, Davis & Co.'s laboratory, and now of New York City; Dr. A. B. Lyons, J. L. Webber, J. B. Russell, deceased, and W. H. Holden, the present superintendent.

Membership in the Laboratory Reading Association is limited to the 1,700 employees of the firm in the Detroit and Walkerville establishments. The dues are but 25 cents a quarter year. Every penny of the income, with the exception of the librarian's stipend, is appropriated for the purchase of reading matter.

The Appert Glass Co., 135 Broadway, New York, have recently placed on the market a finely devised glass cooler. It is fitted with an aluminum lid and a glass washing and fixing bath, which make it a very serviceable piece of furniture indeed.

Much interesting and valuable information is contained in the recently issued price-list of the Farbenfabriken, of Elberfeld Co., 40 Stone Street, New York. This firm positively guarantees the sale of the goods, and will exchange any unsalable goods for those having more prompt sale. Copies of the price-list may be obtained by applying to the firm, at 40 Stone Street, New York City.

Abbey's Effervescent Salt is having a wonderful sale, both on prescriptions and over the counter. It is an agreeable salient aperient, which has been very extensively advertised to the physician and to the public. The druggist is protected in its sale, as it is not sold except through the legitimate drug trade. For particulars regarding this preparation and for free advertising matter, write the Abbey Effervescent Salt Co., 9-15 Murray street, New York.

American Druggist

and Pharmaceutical Record.
"America's Leading Drug Journal." Founded 1871

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We are not responsible for any money paid except to duly authorized agents. All communications should be addressed and all remittances made payable to American Druggist Publishing Co., 69-68 West Broadway, New York.

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OUR CONVENTION NUMBER.

The three most important trade meetings of the year—the meetings of the National Association of Retail Druggists, the National Wholesale Druggists' Association and the Proprietary Association of America—will be held next September. At these meetings will be presented reports showing the practical results achieved by the tripartite plan to stop cutting and suppress substitution, which is about to be put into operation. Full reports of these meetings, together with special matter of exceptional value touching the subjects named, will appear in an extra number of the AMERICAN DRUGGIST published on September 25.

This convention number will be of the greatest possible value as an advertising medium, both on account of the interesting character of its contents and of the large circulation which it will have. A copy of it will be placed in the hands of every well-rated druggist in the United States, and of every wholesale druggist in Canada, Mexico, Central and South America, Australia, New Zealand, Cuba, Porto Rico, the Philippines and the Hawaiian Islands. Not less than 25,000 copies will be issued. The rates for advertising in this convention number are as follows:

One page.....	\$60.00
One-half page.....	35.00
One-quarter page.....	20.00
Insert—Two pages.....	60.00
" Four pages.....	80.00
" Eight pages.....	125.00

The choice positions in the advertising pages will go to the first applicants for space, and in view of this it will not be necessary for us to urge early application upon the part of prospective advertisers.

NOW comes the dentist with the statement that soft water causes the decay of the teeth. Really this is becoming quite serious. We have but just learned that absolutely pure water is poisonous and are now threatened with decaying teeth if we use soft water. Verily the Kentuckian is to be congratulated, for the water in Kentucky is hard, and then they don't use water down there for drinking purposes.

TESTS IN THE PHARMACOPOEIA.

AT GLANCE at the abstract presented in another column of the papers read at the recent meeting of the British Pharmaceutical Conference cannot but impress one with the fact that in the matter of tests the British Pharmacopœia is not so free from faults as so important a work should be. The fact that the most sweeping series of criticisms upon the B. P. tests and the manner of describing them was given in a paper presented by an American, Dr. F. B. Power, Director of the Wellcome Chemical Research Laboratories, naturally induced comparisons between the British and the United States Pharmacopœias, and it is of interest to note that the majority of those who participated in the discussions frankly expressed their preference for the methods pursued in the U. S. P. to those followed in the B. P. as to tests for impurities.

It is true, as stated by Professor Attfield, editor of the "British Pharmacopœia," that this work is not intended as a text-book for students, but as a reference book for pharmaceutical chemists who understand chemistry; but it does not follow that it is wise to omit mention of the more common impurities on the ground that every one knows that such impurities are likely to be present. Dr. Attfield does not propose this, it is true, but if his attitude on the introduction of the details of tests, etc., were carried to its logical conclusion, this is what he would have to say.

The wholesale scare throughout England over the detection of arsenic in effervescent sodium phosphate brings to light another weak point in the British Pharmacopœia, and again accentuates the need for definitiveness in such a volume even to the point of prolixity.

ARSENIC IN
SODIUM PHOSPHATE

The unfortunate retailer who was arraigned in England for the sale of effervescent sodium phosphate

containing arsenic put in as part of his defense the fact that the B. P. did not mention arsenic as a possible impurity, that no one ever suspected its presence, and that it was consequently never guarded against by analysis. The American pharmacist, under similar circumstances, would have no such defence, for the U. S. P. of 1890 does contain a reference to arsenic as a possible impurity in sodium phosphate, giving a certain definite limit as follows:

"If 1 Gm. of the powdered salt be shaken with 3 Cc. of stannous chloride test solution (See List of Reagents, Bettendorff's Test for Arsenic), then a small piece of pure tin-foil added, and a gentle heat applied, no brown coloration should appear within fifteen minutes (limit of arsenic)."

When one considers that in England the use of pyrites as a source of sulphuric acid became general long before that ore had supplanted sulphur itself for this purpose in the United States, and that consequently arsenic must have formerly been a more prevalent impurity in sulphuric acid products in Great Britain than in the United States, one is all the more surprised to learn that the British Pharmacopoeia failed to put the pharmacist on his guard against this impurity, although the U. S. P. of 1890 does so.

Lest we assume a pharisaical attitude on this subject, however, it is as well to point out that not only should the arsenic test be present in the Pharmacopoeia, but that the arsenic itself should be absent from the salt. Unhappily we learn that this is not uniformly the case, a competent chemist of this city having found traces of arsenic in the effervescent sodium phosphate of a number of well-known manufacturers while some of the samples contained sufficient of the poison to be very near the danger line. We are promised a full report on the matter for our next issue, and in the meanwhile it might be well for our readers to themselves make an examination of such sodium phosphate as they have in stock, though we have no reason to suppose that any such gross contamination will be found here as was found in one case in England, where arsenic was present in the proportion of 8% grains to the pound of the effervescent salt, which is equal to something like 17½ grains in a pound of the sodium phosphate used in the effervescent preparation, a percentage of impurity which suggests the possibility that fertilizer phosphate was used as a source of supply for the crude salt.

The Best Published.

I send you \$1.50 for subscription for the best drug journal published.

DR. A. C. MATCHETTE.

Bourbon, Ind.

PHARMACISTS AND THE LIQUOR TAX LAW.

PHARMACISTS in the State of New York who dispense liquors on physicians' prescriptions or sell alcohol at retail are required, under subdivision 3 of section XI of the State Liquor Tax law, to take out a liquor tax certificate, costing \$5. This certificate must be renewed annually at the office of the special deputy commissioner of the county in which the druggist is engaged in business, and any failure on the part of a holder of a certificate to renew it before it expires will put him to great inconvenience.

Some druggists in the Borough of Manhattan have inadvertently allowed their certificates to lapse, and they have been confronted with the unpleasantness of having to make application for a certificate as if they had newly started in business, which means in cases where the pharmacy is situated within two hundred feet of a building or buildings used as a dwelling that the pharmacist is required to obtain the consent in writing of the owners or agents of two-thirds of the total number of such building or buildings before the certificate can be granted.

Inasmuch as the provisions of the Liquor Tax law are very imperfectly understood by many of the druggists of the State the extracts bearing upon the traffic in liquors by druggists, which we print elsewhere, will be welcomed by our readers. Too much emphasis cannot be placed upon the necessity of druggists renewing their certificates before the date of expiration, as failure to do so will prove in many cases a source of considerable annoyance.

THE BASIS OF ASSESSMENT.

THE letter from Secretary Wooten, of the National Association of Retail Druggists, which appears on another page in this issue, will serve to direct attention to a matter of special importance to the secretaries of local and State associations in affiliation with the National Association. Article VII of the Constitution of the N. A. R. D. reads as follows:

Section 1. In providing funds, the Executive Committee shall assess the different associations on the basis of their membership, and no association shall be entitled to representation until its assessments shall have been paid, provided that State organizations shall be assessed for those members only who are not assessed in local organizations.

The wording of this section would seem to be explicit enough to exclude any possibility of misunderstanding, "State organizations shall be assessed for those members only who are not as-

essed in local organizations," yet it has been misinterpreted by at least one local society, the secretary of which calculated the amount due the national treasury by deducting for members who belonged to the State Association and local associations. The membership of this society amounted to 210, but 145 members happened to belong to other local associations and to the State Association, and this number was deducted from the total in calculating the amount of the per capita assessment, a mistake which deprived the N. A. R. D. of a tidy sum in membership dues.

It should be clearly understood that every local association, as distinguished from a State association, is expected, and required to pay, the dues of its entire active membership, if it desires to maintain its standing in the National body. The State associations pay only for those of their members who are not members of the local societies belonging to the N. A. R. D. If in remitting the dues of his society the secretary of a local organization should deduct for those of his members who belong to the State Association, and the secretary of the State Association should, in turn, deduct for those members who belong to this particular local society, the National organization would be loser by just that number of members who belong at the same time to both those organizations.

We do not suppose that the misunderstanding referred to has spread to any extent, but it would be interesting to know how the secretaries of associations in the larger cities have disposed of the problem of calculating the dues of a membership which has representation in neighboring societies also members of the N. A. R. D., as well as the State Association.

DEFINITION OF A DRUG STORE.

THE Appellate Court of the State of Illinois has sustained the State Board of Pharmacy in the case against Yee Way, a Chinese laundryman, prosecuted for selling opium. In handing down its decision the court held

1. That opium is a drug and not an article of ordinary merchandise.

2. That any place where drugs and medicines are sold is a drug store within the meaning of the law.

This decision is considered of great importance, the most important, perhaps, that has yet been handed down by the Supreme Court, with the possible exception of the Sadler Castoria case, reported in full in the *AMERICAN DRUGGIST* for January 10, 1900, page 19.

Prescription Incompatibilities

AS THEY OCCUR IN EVERY DAY PRACTICE.

BY WM. J. ROBINSON, PH.G., M.D.

(Concluded from page 57.)

Morphine and Iodides.

Morph. sulph. gr. ij.
Solut. potass. iodidi sat. 5 ss.

This prescription should not be dispensed. Within a very short time crystals or silky needles begin to be formed, and the entire amount of morphine is precipitated as morphine hydriodide.

Strychnine and K Br.

Strychn. sulph. gr. i.
Potass. bromidi. 5 ij.
Syrupl. 5 i.
Aqueae ad. 5 ij.

Potassium bromide, as usually found on the markets, is incompatible with strychnine, as it is with most alkaloids, precipitating them in the form of bromides. Chemically pure bromides (and iodides) do not precipitate the alkaloids as readily as do the commercial articles. The latter in order to be more stable are crystallized from alkaline solutions, and consequently contain some hydroxide; and the alkaline hydroxides are stronger alkaloidal precipitants than the bromides or iodides. To dispense this prescription with the undissolved strychnine bromide would be manifestly unsafe, as too large a dose of strychnine might be poured out in one spoonful.

Strychn. sulph. gr. i.
Potass. bromidi. 5 ss.
Syrupl.
Spir. frumenti } of each 5 ij
Aqueae }

This prescription may be dispensed, as the alcohol contained therein is sufficient to prevent the precipitation of strychnine bromide. Strychnine sulphate and potassium bromide may be prescribed together, if the vehicle contains from 12 to 15 per cent. of alcohol.

Strychn. sulph. gr. iss.
Sodii phosphatis. } of each 5 iv.
Magnes. sulph. }
Aqueae ad. 5 ij.

[This is a favorite prescription of an old practitioner for catarrh and atony of the stomach, and for loss of appetite. The dose of strychnine, which is rather large, has in no instance produced any bad effects, he claims.] Sodium phosphate, being of alkaline reaction, will precipitate the strychnine. This can be easily prevented by adding a few drops of phosphoric acid, so as to neutralize the alkalinity of the sodium phosphate.

Cocaine in Eyewashes.

Cocaini hydrochlor. gr. iij.
Sodii boratis. gr. x.
Aqueae dest. 5 ss.

Instill 3 drops into each eye.

One would think there is not a junior clerk in the country who is not familiar with this incompatibility. But I have seen registered pharmacists and proprietors put up this prescription just as written; they either filtered out the precipitate or dispensed it with a shake label. Borax has an alkaline reaction, and when added to an alkaloidal salt, precipitates the latter. This prescription being intended for the eyes the precipitated cocaine would prove extreme-

ly irritating to the conjunctiva. The way out of the difficulty is to replace the borax with an equal amount of boric acid. Or, instead, a few drops of glycerin may be added; this decomposes the borax into boric acid and sodium metaborate, and the solution being no longer alkaline, no precipitation will take place.

Quinine and Salicylates.

Quinin. sulph. 5 i.
Ac. sulph. dil. 5 i.
Sod. salicyl. 5 ij.
Syrupl. 5 ij.
Aqueae 5 iv.

If the quinine be dissolved in a portion of the water by the aid of the sulphuric acid, and the sodium salicylate be then added, a thick, pasty mass will result, which will fill the bottle completely, and from which you will not be able to get it out at all. To dispense it in any presentable shape the sulphuric acid must be left out. The quinine sulphate must be rubbed up with a portion of the water, the sodium salicylate dissolved in another portion and the two mixed with constant agitation. The mixture may then be dispensed with a shake label.

Formation of Quinine Acetate.

Quinin. sulph. 5 i.
Acidi sulph. dil. 5 ij.
Sodii acetatis. 5 ss.
Syr. rubi idaei. 5 i.
Aqueae ad. 5 vj.

In this prescription the sulphuric acid should be left out. It is no use to dissolve the quinine sulphate and then have it at once precipitated by the sodium acetate, as the bulky quinine acetate. The same method of procedure should be employed as in the previous prescription. But you must bear in mind that, should the quantity of water be rather small, even the omission of the sulphuric acid will not save the prescription from being hopelessly incompatible. Should for instance the amount of water in this prescription be q. s. ad 3 ozs. then the precipitate formed will be so thick that you would never get it out of the bottle, except by breaking it. Even when mixed in a glass the precipitate will not fall out when the glass is held upside down.

Double Incompatibility.

Quin. sulph. 3 ij.
Acidi sulph. dil. 5 i.
Potass. iodidi. 5 ij.
Syrupl. 5 i.
Aqueae ad. 5 iv.

This is an example of double incompatibility. The sulphuric acid is incompatible with potassium iodide, forming hydriodic acid, which easily decomposes, iodine being set free; and the potassium iodide, with the free iodine, attacks the quinine sulphate, precipitating it as quinine hydriodate (or "iodide"). In this case it is best to call the physician's attention to the incompatibility. If he insists on having the quinine and the iodide in the same mixture the sulphuric acid must be left

out; the quinine is rubbed up with a portion of water, the potassium iodide dissolved in the remainder, this solution gradually added to the quinine mixture, and the whole dispensed as a "shake" mixture. Only a small quantity of quinine hydriodate will be formed, the solubility of quinine sulphate being but slight (1 in 740).

Quinin. sulph. 5 i.
Acidi sulph. dil. 5 i.
Ext. glycyrrhiz. fl. 5 ss.
Syrupl. 5 i.
Aqueae ad. 5 vi.

This is an old well known prescription incompatibility. The dilute sulphuric acid works double mischief. First, by dissolving the quinine, it renders the mixture intensely bitter; secondly, by precipitating the glycyrrhizin from the fluid extract of glycyrrhiza, the sweetening or disguising property of the latter is completely destroyed. Omit the sulphuric acid, and dispense the prescription as a "shake" mixture.

Spt. Ether Nit. and KI.

Spiriti aetheris nitrosi. 5 ss.
Potass. iodidi. 5 i.
Potass. acetatis. 5 ii.
Glycerin. 5 i.
Aqueae 5 ij.

When potassium iodide is added to sweet spirit of nitre the latter at once assumes a deep red color. This is due to the liberation of iodine from the potassium iodide. There is also an evolution of fumes of N_2O . Theoretically when the spirit is perfectly fresh and neutral this should not happen; but practically it is almost impossible to find a sample of sweet spirit of nitre which will not give a distinct reaction with potassium iodide. I have looked for many years for such samples, but my search has been in vain. It may be therefore laid down as a rule that spirit of nitrous ether is incompatible with potassium iodide, and should never be dispensed in the same mixture.

Spts. aetheris nitrosi. 5 ij.
Sod. salicylatis. 5 iv.
Syr. simpl. 5 i.
Aqueae ad. 5 iv.

Freshly made, this yields a perfectly clear solution, but gradually it begins to assume a darker color. This prescription may be dispensed as written, but it is necessary to inform the patient (as in all such similar cases), of the change that will take place in the mixture. Otherwise the patient may think something is wrong with the mixture, become alarmed, and bring it back to the druggist; the explanations which then follow are usually not convincing to the patient, and he is likely to go to some other drug store with his next prescription; while, if informed beforehand, not only does he remain satisfied with the medicine, but his faith in the druggist becomes strengthened, the latter having demonstrated his knowledge and power of prediction. The exact nature of the chemical reaction which takes place is not well known.

A Violent Explosive.

Acid chromicl. 5 i.
Alcohol 5 i.

S.: Apply externally as a caustic.

This prescription easily ranks among the most dangerous combinations which we may ever be called upon to put up. It is absolutely incompatible, and the one who would attempt to put it up would live to regret it. A violent ex-

plosion would take place. Chromic acid, being a powerful oxidizing agent, must not be brought into contact with any organic matter.

An Explosive Mixture.

Potass. chloratis. } of each....*℥iv.*
Ac. tannic. }
M.ft. pulvis.

S.: Teaspoonful in cup of water for gargling.

This is one of those prescriptions which have been written about times without number, but the danger of which the druggist is likely to forget about every once in a while. While serious explosions are of rare occurrence, slight accidents are more frequent than you may think. The reason we do not hear of them so often is because the drug stores where such accidents occur prefer to keep the matter quiet—for obvious reasons. Potassium chlorate must not be rubbed or triturated with any oxidizable substances. The way to put up this prescription is to powder the potassium chlorate separately and gently, and then mix it lightly on a sheet of paper with the tannic acid by the aid of a spatula. The same is true of potassium chlorate with sulphur, potassium chlorate with sodium salicylate, potassium chlorate and salicylic acid, potassium chlorate with hypophosphites, etc.

Silver Nitrate and Organic Matter.

Argent. nitratis. gr. *℥iv.*
Ext. glycyrrhizae. q. s.
Pulv. althaeae. q. s.

Div. into pill No. XVI.

S.: One pill.

Silver nitrate becomes decomposed in contact with organic matter, and though the physician, not knowing any better, ordered the extract of liquorice and powdered althea to make a mass, it is the pharmacist's duty to omit them, and use some other excipients. The most acceptable excipient so far, is kaolin or argilla alba, which is chemically a silicate of alumina and does not affect the silver salts. To make the mass we use the least bit of anhydrous lanolin; a minute quantity of powdered tragacanth is not inadmissible. Whenever the physician desires the silver nitrate to act on the intestines the pills should be coated with keratin or salol, as otherwise the silver nitrate would become converted into silver chloride by the HCl and other chlorides in the gastric juice.

Argent. nitratis. gr. *xx.*
Sodii. chloridi. gr. *xxx.*
Aqua destill. *℥iv.*

S.: Inject as directed.

I offer no apology for introducing this prescription, as it is only within the last six months that it was again brought to my notice by a fellow pharmacist. I will tell you how it comes about that some physicians prescribe those too notably incompatible ingredients together. Some medical textbooks advise the injection of a solution of sodium chloride into the urethra after a silver nitrate injection, in case the latter produces too much smarting and burning. As it is inconvenient to order for the patient two separate injections the physician thinks he will kill two birds at one shot and save the patient unnecessary expense by prescribing the two chemicals in one prescription.

Argent. oxid. gr. *x.*
Ext. glycyrr. pulv. q. s.
Glycyrrhizae. q. s.

Divide in pill No. 30.

Here we have the general incompatibility of silver salts with organic matter; but besides, the evolution of oxygen from the silver oxide will gradually swell the pills, and then eventually break them up into little bits. With some substances, as with creosote, silver oxide produces quite an explosion. We must use the same diluent and excipient as for silver nitrate pills—namely, kaolin and petrolatum or anhydrous lanolin.

A Question for the Physician.

Pepsini puri. *℥ij.*
Natrii bicarbon. *℥ij.*
Pulv. singiberis. gr. *xij.*

Div. into pulv. No. XII.

S.: One three times a day after meals.

A druggist received this prescription and sent a note to the physician, saying that pepsin and sodium bicarbonate were therapeutically incompatible; that the pepsin lost all its digestive power. The doctor, a practitioner of many years' standing, sent back a note telling the druggist to mind his own business; that he had been writing the same kind of prescriptions when he, the druggist, was walking in kilts (the druggist in question was a young man just graduated), and he hoped he would not be so liberal with advice in the future. The physician was, perhaps, unduly harsh; but it served the druggist right. As was stated previously, therapeutic incompatibility is no concern of the druggist; he is altogether incompetent to judge or to give advice in the matter, and he should limit himself strictly to chemical and pharmaceutical incompatibilities. Even with the latter great judgment is necessary, because incompatible and non-dispensable are not synonymous terms. Now to the question: Is it really a fact, demonstrated beyond doubt, that pepsin loses its digestive power when in contact with an alkali? The writer, for one, denies it, with a full knowledge of the risk thereby incurred of bringing down upon his head the wrath of hundreds of conscientious experimenters. But all their experiments were made in the laboratory, in test-tubes, and a hundred chemical experiments must bow humbly before one clinically well demonstrated fact. And it is a fact, attested by thousands of careful and experienced physicians, that pepsin and sodium bicarbonate benefit our patients more than pepsin alone does. In fact, in many cases of hyperacidity of the stomach, a combination of the two acts much more beneficially than either of them singly. Of course, we know that pepsin will not digest albumen in an alkaline medium; but are we to forget that gastric juice always contains hydrochloric acid (and where it does not, as in cancer, then pepsin will be of little avail, anyhow), which neutralizes the alkaline medium, leaving the pepsin free to exert its proteolytic influence? But, some may say, recent experiments appear to show that the proteolytic power of pepsin, which has been in contact with an alkaline, is lost forever; that even after neutralizing the alkali and rendering it acid the pepsin refuses to work. To the writer this evidence is not conclusive. A test-tube or a porcelain dish is very different from a living, pulsating, secreting mucous membrane; and it is

just possible that a pepsin, whose powers have become, so to say, dormant from treatment with some chemical, may suddenly awaken on coming into contact with such a membrane. While the writer does not regard "vital force" with the same superstitious reverence that was accorded it before the epoch-making year of 1828—the year of Woehler's pregnant discovery—still he believes that not all vital phenomena can be or ever will be accounted for by strictly chemical processes, or expressed in chemical equations; and he who sees no difference between a test-tube and a living stomach has yet a good deal to learn. It may be heresy for a chemist to say this, but it is the writer's opinion, and he gives it for what it is worth.

As to Test-Tube Experiments.

Pepsini puri. *℥ij.*
Ac. hydrochl. dil. *℥ij.*
Tr. gentian. comp. *℥ij.*
Elix. simpl. *℥ij.*
Aq. menthae pip. *℥ij.*

S.: Cochlear. parvum ter in die, post cibum.

Are pepsin and alcohol incompatible? This question is also answered differently by the chemists and by the clinicians. The chemists say alcohol destroys the action of pepsin; the clinicians say it makes no difference, as they get good results from the elixirs and wines of pepsin. Syme's experiments seem to furnish a satisfactory reason for this difference of opinion. He has shown (*Med. moderne*, IX, p. 35) that the alcohol exerts its inhibiting action on the pepsin when both are in a glass or similar inorganic vessel. Something entirely different takes place, however, when the glass vessel is replaced by a moist animal membrane. The alcohol at once begins to diffuse through the membrane, and in a short time the pepsin begins to exert its solvent action on the albumen. In the experiments made the albumen dissolved after two hours was nearly equal to the amount of albumen dissolved by pepsin in a medium containing no alcohol at all. He therefore concludes that pepsin is not incompatible with weak alcoholic media.

Pepsin and Antiseptics.

Pepsini *℥ij.*
Resorcin. gr. *xivij.*
Salol. *℥ij.*
Pulv. aromat. *℥ij.*

Div. into pulv. No. XXIV.

S.: One after meals.

Antiseptics are considered incompatible with pepsin, as inhibiting its digestive action. Whether they do so in the stomach is still *sub judice*. The salol will have no bad effect on the pepsin, as it is insoluble in the stomach and passes into the bowels unchanged. The druggist should dispense this prescription without any question, as it is only a case of (supposed) therapeutic incompatibility.

Fowler's Solution and Iron Iodide.

Sol. Fowleri. *℥ij.*
Tr. nuc. vom. *℥ij.*
Syr. ferri iodidi. ad. *℥ij.*

S.: Teaspoonful after meals.

The potassium carbonate in the Fowler's solution will precipitate the ferrous iodide as ferrous carbonate, which is itself rapidly decomposed. It will also tend to precipitate the strychnine

and brucine in the *nux vomica*. The iron will combine with the arsenic to form ferrous arsenite. As seen, there are three sources of incompatibility in this prescription.

A Dangerous Incompatibility.

Hydrarg. iodidi flavl.....	℥i
Potass. iodidi.....	℥ij
Syr. sarsapar. co.....	℥i
Aquae.....	℥ij

S.: Dram four times a day.

This is an incompatible and extremely dangerous prescription; the more dangerous because if the syrup or sarsaparilla be added at once the druggist may notice no change in the physical appearance of the mixture and dispense it without hesitation.

Mercurous iodide, in the presence of potassium iodide or any soluble iodide, becomes at once decomposed into mercuric iodide and metallic mercury.

For practical purposes it is sufficiently accurate to remember that one part of mercurous iodide will form about two-thirds of one part of mercuric iodide.

The equation is as follows:



That is to say, 654 parts, when decomposed, will form 454 parts of mercury iodide; reduce those figures (it cannot be done exactly), and two-thirds will be the approximate answer. In the above prescription there is about one grain per dose of the mercurous iodide; this would give 2-3 grains of mercuric iodide per dose, which dose might produce distinctly toxic effects, especially if repeated four times a day.

There is also in this prescription about 8 grains of finely divided metallic mercury, but no danger need be apprehended from this source, as metallic mercury may be taken in quite large doses. The pharmacist should refuse to dispense this prescription and communicate with the physician.

Hopelessly Incompatible.

Hydrarg. bichlor.....	gr. ij
Syr. hypophosphit.....	℥i
Syr. sarsap. co.....	℥i
Aquae menthae pip.....	ad. ℥iv

S.: One dram four times a day.

This prescription is absolutely incompatible. The hypophosphites are strong reducing agents, and the corrosive sublimate is entirely reduced: first to calomel and then to metallic mercury. Either the corrosive sublimate or the hypophosphites must be omitted.

Calomel and Ammon. Carbonate.

Hydrarg. chlor. mitie.....	gr. i
Ammon. carbon.....	gr. ij
Sacch. lactis.....	gr. ij

M. et ft. pulv. No. 1; tal. dos. No. XXIV.

There is no positive proof on hand that a very poisonous compound is formed on mixing the above ingredients; nevertheless, it is better to be on the safe side, and not dispense this prescription. When the ammonium carbonate and calomel are rubbed together the color of the powder is changed to black. This black color is due to the formation of mercurous oxide (Hg_2O); and taking into consideration the instability of the mercurous compounds there can hardly be any doubt that within a short time a portion of them will lose the extra atom of metallic mercury and pass into the mercuric state.

A Combination with a Bad Name.

Hydrarg. chlor. mitis.....	gr. ij
Natrii chloridi.....	gr. iv
Pulv. jalapae.....	gr. v

Mitte tal. dos. No. X.

D. S. Pulv. bis in die.

It is remarkable how sometimes a hasty statement made by an investigator after insufficient experimentation will gain circulation in the pharmaceutical press (and also in the medical), be quoted in the dispensaries, become incorporated in text-books, and gain credence as a well established truth, without anybody taking the trouble to verify or disprove the statement. The above prescription is a case in point. For many years it had been held that to prescribe calomel and sodium chloride in the same powder meant death, or at least great bodily harm, to the patient, from the formation of corrosive sublimate. But is this so? The writer believes the prescription is perfectly compatible, and that no corrosive sublimate is formed. In twenty-four consecutive experiments he could find no more than insignificant traces of HgCl_2 , such as can also be found by triturating calomel by itself, or with water, or with some other inert substance like silica or kaolin. The writer was among the first, if not the first, to establish these facts, and to teach his students to answer accordingly at examinations.

Hydrarg. chlor. mitis.....	℥ss.
Ammon chloridi.....	℥i.
Sacch. lactis.....	℥ss.

Div. into pulv. No. IV.

S.: One night and morning.

The result in this prescription will depend a good deal on the quality of the ammonium chloride. If a salt answering the Pharmacopoeial requirements be used, there need be no fear of incompatibility. The writer believes that no mercuric chloride is formed. If any is formed it is so infinitesimal in amount as to be disregarded altogether. But if the commercial impure muriate be used the prescription may be considered incompatible. In several triturations which the writer made he discovered decomposition after several hours; the powders contained mercurous oxide, metallic mercury, mercuric chloride, and probably also dimercur-ammonium chloride. In some cases the powder became of a grayish color after two minutes' trituration.

Pharmaceutically Bad.

Hydrarg. chlor. mit.....	℥ss.
Ac. hydrochlor. dil.....	℥i.
Syr. rhel arom.....	℥i.
Aquae.....	ad. ℥ij.

S.: ℥i in the afternoon and on going to bed.

A physician who will prescribe a heavy powder like calomel in a shake mixture is a very poor prescriber. Perhaps he is not aware of the fact that calomel is insoluble. In this prescription the patient may get in one dose anywhere from 2 to 10 grains of calomel, and the physician can certainly not expect uniform or satisfactory results. This is the only thing wrong with this prescription. The fear of there being formed corrosive sublimate from the action of the hydrochloric acid on the calomel is groundless. The writer failed to discover any with the most delicate tests.

Not Always Considered Incompatible.

Hydrarg. chlor. mit.....	℥i.
Syr. rhel.....	℥i.
Aquae.....	℥i.

S.: ℥i twice a week on going to bed.

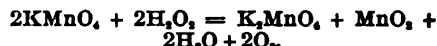
This prescription is incompatible, though it may not appear so at a first glance. Syrup of rhubarb contains potassium carbonate; the latter will convert a portion of the calomel into black mercurous oxide, and gradually there may form some mercuric oxide and metallic mercury.

Hydrogen Dioxide Incompatibilities.

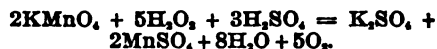
Hydrogenii dioxidl.....	℥i
Kali hypermanganicl.....	℥i
Aquae destill.....	℥ij

Solution of hydrogen dioxide is an antiseptic, and so is potassium permanganate. In order to get a doubly strong effect the physician combines both in one mixture with the result of destroying both antiseptics. Hydrogen dioxide and potassium permanganate are absolutely incompatible. The solution of potassium permanganate is decolorized by the peroxide, with the formation of a precipitate of manganese dioxide and potassium manganate.

The chemical reaction may be represented by the following equation:



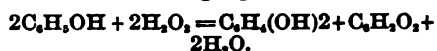
The peroxide of hydrogen usually containing a small quantity of acid for its preservation, a small quantity of manganous sulphate will also be formed. The reaction is:



Of course, the prescription should not be dispensed.

Aq. hydrogenii dioxidl.....	℥i
Ac. carbolicl.....	℥i
Aquae.....	℥ij

Peroxide of hydrogen is incompatible with carbolic acid; the former is reduced to water, while the carbolic acid is oxidized to pyrocatechin and hydroquinone. The reaction will be seen from the following equation:



Hydrogenii peroxidl.....	℥i
Tr. ferri chlor.....	℥ss
Aquae.....	ad. ℥ij

S.:

Peroxide of hydrogen, while a great oxidizing agent, frequently acts as a reducing agent (deoxidizer). On contact with ferric compounds it reduces them to ferrous compounds, while itself becoming decomposed. It does this with great rapidity, as any one can convince himself by treating ferric chloride with H_2O_2 , and then applying the potassium ferricyanide test.

Aquae hydrog. perox. } of each....	℥ij
Aquae chlori.....	℥ij

S.: Apply to throat with throat-brush.

In this case the value of both antiseptics is completely lost. The chlorine is first oxidized to hypochlorous acid, and the latter, in the presence of an excess of hydrogen peroxide, is reduced to hydrochloric acid.

A Fine Specimen of Incompatibility.

Hydrogenii peroxidl.....	℥ij
Acidi carbolicl.....	℥ss
Tr. ferri chlor.....	℥ss
Glycerini.....	℥i
Aquae.....	ad. ℥iv

S.: 3i four times a day in a little water.

This is one of the best possible specimens of incompatibility. On mixing the first three ingredients a violent reaction takes place at once; intense heat is generated, a very strong empyreumatic odor becomes noticeable, and the mixture froths and turns perfectly black. Of course, nobody should dispense such a mixture. The exact reaction is too complicated to be given here; one thing may be stated: the carbolic acid reaches the highest point of oxidation, and may be said to be completely "burned up."

Carbolic Acid Should not be Prescribed with Potassium Permanganate.

Potass. permang.....	3i
Acid. carbol.....	5ss
Aque.....	ad. 3iv

This is another example of the desire to get too much, but of getting nothing instead. Both ingredients are antiseptics, but react upon each other with the following result: The potassium permanganate becomes reduced while the carbolic acid is oxidized to oxalic acid and carbon dioxide.

No pharmacist will think of dispensing this mixture, as it is too nasty-looking; if the quantity of potassium permanganate is larger a solid or semi-solid mass is obtained on account of the manganese dioxide which precipitates. (In this prescription the quantity of carbolic acid is excessive; not more than 2 drams will dissolve in 4 fluid ounces of water).

The Dobell Reaction.

Acid. carbol.....	3i
Natril bibor.....	5ss
Natril bicarbon.....	3i
Glycerin.....	5ss
Aque.....	3iv

Sig.: Use with nasal douche.

The ingredients in this prescription are the same as in Dobell's solution. On mixing all the ingredients effervescence takes place, carbon dioxide being evolved. What is the evolution of gas caused by? Not by the action of the carbolic acid, which is not an acid in the true sense of the word, and does not decompose sodium bicarbonate; the latter is decomposed by the boric acid which is formed by the interaction of the glycerin on the borax as explained in another place.

How to Remedy an Incompatibility.

Tinct. Iod.	3ij
Glycerin.....	3ij
Aque.....	ad. 3ij

Sig.: For swabbing the throat.

Whether added directly to the water or first mixed with the glycerin the iodine will precipitate because iodine is practically insoluble in water and but slightly soluble in glycerin (about one in sixty). To dispense the prescription the way it is written would be wrong for three reasons: First, it would make a muddy looking mixture; second, the efficiency of the remedy would be impaired, and third, the undissolved iodine might prove very irritating when applied to the throat. There is an easy way out of the difficulty; add a few grains of potassium iodide to the tincture before mixing the other ingredients. As you know, iodine is very soluble in water and in glycerin in the presence of an iodide.

How to Compound a Horse Liniment.

Iodine.....	3ij
Oil of turpentine.....	3ij
Alcohol.....	ad. 3vi

Sig.: Pro equo.

This is a frequent combination intended, as is seen from the direction, for a horse. Great care must be taken not to add the iodine first to the turpentine, as great heat is evolved, and the mixture may take fire or explode; the iodine is thereby volatilized as a violet vapor. The right procedure is to dissolve the iodine in the alcohol, and then mix it with the turpentine oil, very gradually added.

The Way to Compound a Chlorine Mixture.

Potass. chlorati.....	3i
Ac. hydrochlor.....	3ij
Glycerin.....	3i
Aque menthae pip.....	ad. 3iv

The final result obtained in this mixture will depend upon the way the ingredients are mixed. If the potassium chlorate be dissolved in the water and glycerin and hydrochloric acid be then added, hardly any reaction will take place at all; if there is an evolution of chlorine it is so slow and in such small quantities as to be hardly noticeable. But if the hydrochloric acid be poured directly on the potassium chlorate there will be an abundant evolution of chlorine, which on the addition of the water becomes dissolved in the latter. As a rule the first is the best and safest method for putting up this prescription. But occasionally we meet physicians who want the above prescription put up the other way; they want the free chlorine. In fact, with some old physicians the above prescription (put up so as to contain free chlorine) is a favorite for diphtheria, ulcerative sore throat, stomatitis, etc. It is therefore best to consult the physician, if it can be done conveniently.

When Chlorine is Masked.

Aque chlori.....	3i
Syrup. simpl., } of each.....	5ss
Glycerin, }	

Most pharmacists would dispense the above prescription without hesitation, as no apparent changes take place in the mixture; but it would be an act of kindness to the physician to tell him that chlorine ceases to exist as chlorine when added to glycerin or syrup. Most organic substances attack and combine with the chlorine, and notably so glycerin.

Salt in Excess of Solubility.

Potass. chloratis.....	5ss
Alumina.....	3i
Glycerin.....	3i
Aque.....	3ij

S.: 3i q. 3h.

There is no incompatibility in this prescription, but the amount of potassium chlorate prescribed would not dissolve in the amount of water present. To dispense it in an undissolved condition would be inadvisable, as it would prove irritating to the stomach. The best way is to take only as much $KClO_3$ as would dissolve in the amount of menstruum present. But should the directions read: Add a teaspoonful or a tablespoonful to a glass of water and use for gargling, then you would have to dispense the prescription as written, attaching shake label to the bottle.

THE MEDICAL RELIEF SYSTEM OF BUFFALO.¹

BY GEO. REIMANN,

Buffalo, N. Y.

MUCH attention has been given in recent years to the difficult and perplexing problem of how best to administer medical relief to the sick poor of large cities. Each State appears to employ a system of its own, and different methods prevail even in the counties of a State. It is not the object of this paper to enter extensively into a discussion of the general measures of outdoor medical relief of the poor nor is its scope intended to cover such relief as is afforded by dispensaries and other charitable institutions.

The health department of the City of Buffalo has divided the city into eight sanitary districts, assigning to each district a physician whose duty it is to care and prescribe for all indigent persons who may apply for assistance. Orders for these district physicians are issued by the overseer of the poor, and, for the sake of convenience and emergency, are attainable also at any time of the day or night at the different police stations. The annual salary of these district physicians ranges according to the number of poor residing in their district, and amount of work connected therewith, from \$250 to \$500 a year. For such patients who give preference to homeopathic treatment, two physicians of that school have been added, one in whose care the sick of the east side has been placed, the other looking after those on the west side; an annual salary of \$200 being allowed each for his services. These services are free of all expense to the indigent sick or injured. They are allowed to exercise their preference as to choice of school, but cannot call upon a physician outside of their district. Application is made through the office of the Overseer of the Poor, as above stated, who, after proper inquiry, issues an order to the district physician directing him to attend to the needs of the patient. When the case is not urgent an inspector is sent to investigate the condition and worthiness of the case, and, upon a favorable report, the usual order is issued.

The physicians are furnished with books containing printed prescription blanks which, at the same time, serve as an order on the city. These they fill out in the usual manner, and the prescription is handed to the patient who has it filled at any drug store in the city. A copy is retained by the druggist, and the original is signed or stamped by the druggist and placed on the file until a sufficient number has accumulated to present for payment. Then with proper vouchers attached, they are sent to the Overseer of the Poor, who receipts for them and passes them on to the City Auditor for audit. From there they go to the Committee on Poor, who, after due approval, send them to the Common Council, an order is then signed by the city clerk and countersigned by the Mayor, and the amount is charged to the Poor Department Fund. This order is given to the Comptroller, when, upon presentation of the original receipt given by the Overseer of the Poor, he delivers it to

¹ Read at the annual meeting of the New York State Pharmaceutical Association at Newburgh, June 26-29, 1900.

the druggist. The order can then be cashed at the office of the City Treasurer. This is the usual routine for the financial transaction between the city and the pharmacist.

I show herewith a copy of one of the blank prescriptions, the reverse side of which is of peculiar interest to us, from the fact that it contains a printed list of medicines and sundries allowed to be prescribed, with prices as fixed by the city. I would here state that the prices are fixed by a committee of three pharmacists and the Health Commissioner. Although the prices allowed are not equal to what we receive from our private patrons, still there is a fair margin of profit and the transaction is not altogether unprofitable.

The amount paid out by the city for prescriptions and supplies from January 1, 1899, to July, 1899, was \$1,660.67; from July 1, 1899, to Jan-

"Any willful act of any city officer or other person designed to impede or in any way to interfere with the just and proper administration of this department shall be a misdemeanor."—Charter, Sec. 364.

LIST OF MEDICINES, WITH PRICES, ETC., ALLOWED TO BE PRESCRIBED.

Furnished the Outdoor Poor of the City of Buffalo, upon prescription of district physician.

PILLS.	
1 to 5 Pills.....	15c.
6 to 12 Pills.....	20c.
13 to 24 Pills.....	25c.
25 to 50 Pills.....	40c.

MIXTURES, LOTIONS AND INFUSIONS.	
1 to 8 oz.....	20c.
4 oz.....	30c.
6 oz.....	35c.
8 oz.....	40c.

OINTMENTS AND CREAMS.	
1 oz.....	20c.
2 oz.....	30c.
4 to 6 oz.....	40c.
8 oz.....	50c.
Oxide Zinc Ointment, 5c. per oz.	

Extract of Rhubarb Fluid.....	15c. per oz.
Extract Fluids, all others.....	10c. per oz.
Tincture Iodine.....	10c. per oz.
Elm Bark, ground.....	2c. per lb.
Flax Seed, ground.....	8c. per lb.
Ether, for inhalation.....	10c. per oz.
Glycerin.....	35c. per lb.
Iron, Monell's Solution.....	5c. per oz.
Iron, Tincture Chloride.....	5c. per oz.
Iron, Syrup Iodide.....	10c. per oz.
Liniment Soap.....	5c. per oz.
Liniment Volatile.....	3c. per oz.
Rochelle Salt.....	3c. per oz.
Adhesive Plaster, rubber, 7 inches wide.....	15c. per ft.
Citrate Magnesia Solution.....	25c. per bot.
Boric Acid.....	5c. per oz.
Iodoform.....	50c. per oz.
Potassium Chlorate.....	5c. per oz.
Tablet Tritarates, all kinds, 10c. per doz., 50c. per 100.	

In medicines not compounded, the bottles to be allowed on first prescription only. Patients to furnish bottles when ordered refilled.

Instruments, bandages and other medical appliances, and especially expensive medicines, not mentioned in this price-list, are not to be furnished by druggists, except by order of the Health Physician.

DEPARTMENT OF POOR, CITY OF BUFFALO.

To any Druggist of the City:

Please furnish to the person whose name appears hereon the following prescription at prices not exceeding those quoted on the back hereof, providing the same contains only such drugs as are listed on the back hereof.

JOHN ARNOLD,
OVERSEER OF THE POOR.

No.....
Order received from.....
For.....
No.....
Street.....
Buffalo, N. Y.....190

R

City Physician..... Dist.

Face of Prescription Blank.

uary 1, 1900, \$1,314.21—a total for one year of \$2,974.88. So you can see that in a city of 350,000 population, with the usual proportionate number of poor and sick, the figures above represented are insignificant compared with the profits realized when viewed from an economical and humanitarian standpoint. Among the more common and probably more hopeful causes of pauperism are the numerous and various forms of bodily injuries and ailments. Some of these arise from conditions that are wholly unavoidable, while others are entirely self induced. Certain diseases and injuries when neglected assume a chronic character, and render the person affected totally helpless, but they do not, however, always materially shorten life. Many of these, if early subjected to appropriate treatment, might be cured. Hence it is wise economy, as well as true humanity, to provide promptly and effectually for the treatment of all sick and otherwise disabled poor, who, if neglected, would probably become public chronic charitable burdens.

Following is the reverse side of the prescription blank above referred to:

Department of Poor, City of Buffalo.

"Prescriptions shall be returned to the Overseer of the Poor within thirty days for payment."—Charter, Sec. 362.

READY-SPREAD PLASTERS.

Belladonna Plasters, 5x7, 15c. each.	
All plasters of similar cost the same price.	
RECTAL OR VAGINAL SUPPOSITORIES.	
¼ doz.....	25c.
1 doz.....	40c.

POWDERS.

1 to 6 Powders.....	15c.
7 to 12 Powders.....	25c.
13 to 24 Powders.....	40c.

CAPSULES.

1 to 6 Capsules.....	20c.
7 to 12 Capsules.....	30c.
13 to 24 Capsules.....	50c.
5-gr. Phenacetin Powders, per doz.....	25c.
5-gr. Antikamnia Powders, per doz.....	25c.
5-gr. Sulfonal Powders, per doz.....	30c.
5-gr. Trional Powders, per doz.....	30c.
5-gr. Antipyrine Powders, per doz.....	30c.

Other sizes of above powders, or when used in mixtures, prices in the same proportion.

ELIXIRS AND SYRUPS.

National Formulary or other make, 6c. per oz.

INFANT OR INVALID FOODS.

25c. Package, sell at.....	20c.
50c. Package, sell at.....	40c.
75c. Package, sell at.....	65c.
\$1.00 Package, sell at.....	85c.

EXTRAS.

Compound Syrup Hypophosphites, 75c. pint bottle.	
Potassium Iodide (in excess of ¼-dram to 1 oz. in mixtures), 5c. per dram.	
Castor Oil.....	8c. per oz.
Emulsion, Cod Liver Oil.....	65c. per pt.
Lime Water.....	10c. per pt.
Chloroform.....	10c. per oz.
Extract of Ergot Fluid.....	20c. per oz.

Anti-Alcoholic Serum.

The anti-alcoholic serum question has again been discussed at a meeting of the Paris Academy of Medicine. Dr. Sapeller, in collaboration with M. Broca, pharmacien, and Dr. Thebault, made a first communication to the Academy last December, showing that they had established, by experiments, that "a horse to which had been administered moderate doses of alcohol daily supplied at the end of a comparatively short time a serum, which, when injected into animals accustomed to take alcohol regularly in fairly large doses, caused such animals to refuse it in future."

According to the Paris correspondent of the London "Chemist and Druggist," in support of the original experiment, Dr. Sapeller has now given the Academy the result of a series of observations made on alcoholic subjects treated by this method, the great majority being men. The experiments cover fifty-seven cases, of which thirty-two have been cured, eight have improved and seventeen showed no benefit. Of these seventeen bad cases four patients did not follow the treatment, and thirteen were found to be physically unfit for it. The doctor concludes that the action of anti-alcoholic serum or antiethyline cannot be attributed either to imagination or suggestion, because, amongst the successes, certain of the patients ignored the reason and nature of their treatment, while hysterical and highly impressionable subjects figure only in the lists of failures or, at the most, improvements. The action of the anti-alcoholic serum is purely physiological, and it is supposed to consist in a re-awakening of the instinctive disgust of man for alcohol. The serum acts on the economy of the system, and excites the various organs to act against the injurious effects of alcohol, as well as on the circulation and nutrition. It is noteworthy that these conclusions apply only to those who drink the stronger alcoholic liquors. The same results are produced, but less rapidly and with greater difficulty, in wine drinkers, which is explained by the relatively small amount of alcohol contained in wine, and the injury to the digestive organs caused by wine. Such are the conclusions of Dr. Sapeller and his colleagues, and it remains to be seen if, in permanent practice, the results obtained by them will be maintained.

Gathered Formulas.

(Continued from page 38.)

Anti-Mosquito Preparations.

I.

Oil eucalypti.....	min. 80
Spt. camphor.....	oz. 1
Soap liniment, to make.....	ozs. 2

II.

Glycerin.....	dr. 1
Tinct. wormwood.....	dr. 3
Eau de Cologne, to make.....	ozs. 2

III.

Oil pennyroyal.....	min. 30
Oil eucalyptus.....	min. 30
Camphorated oil.....	dr. 6

IV.

Insect powder.....	ozs. 1
Acetic ether.....	oz. 1/2
Alcohol.....	ozs. 4

Macerate three days, filter, and add

Oil lavender.....	min. 15
Alcohol, to make.....	ozs. 5

This should be diluted with an equal amount of water.

Miscellaneous.

SKIN FOOD.

Petrolatum, white.....	ozs. 8
Paraffin wax.....	oz. 1
Lanolin.....	ozs. 2
Water.....	ozs. 2
Oil of neroli.....	drops 20

Melt the paraffin, add the petrolatum and lanolin, pour into a warm mortar, and with constant stirring incorporate the water and the perfume.

JELLY OF HAMAMELIS.

Gelatin, French.....	ozs. 1/2
Goro-glycerin.....	ozs. 8
Rose water.....	ozs. 4
Orange flower water.....	ozs. 3 1/2
Distilled witch-hazel.....	ozs. 16

Make into a jelly sec. art. Put up in collapsible tubes.

HAIR CURLING FLUID.

Powdered tragacanth.....	grains 80
White rose extract.....	oz. 1/2
Liquor potassa.....	ozs. 1/2
Water.....	ozs. 20

Shake the tragacanth and perfume together, add the water and lastly the solution of potash.

PERFUME FOR HAIR CURLING FLUID.

Orris root.....	dr. 12
Rose water.....	dr. 6
Extract of Jasmine.....	dr. 6
Musk.....	grain 1
Alcohol.....	ozs. 6

Macerate seven days and filter.

"DRY" SHAMPOO.

Washing soap.....	grains 20
Borax.....	ozs. 1/2
Liquor potassa.....	dr. 3
Liquor ammonia.....	dr. 1
Oil of geranium.....	min. 20
Oil of lavender.....	min. 20
Alcohol.....	ozs. 1
Water to.....	ozs. 20

Shred the soap fine, and just cover it with water. Allow to stand all night, and next morning rub it smooth in a mortar, add more water, the borax and solutions of potash and ammonia; dissolve and strain. Then add the oils dissolved in the alcohol and finally water to make 20 ounces.

LAXATIVE FRUIT SALT.

Sodium bicarbonate.....	ozs. 3
Cream of tartar.....	ozs. 5
Roche salt.....	ozs. 2
Tartaric acid.....	ozs. 1
Sugar.....	ozs. 1/2
Oil of lemon.....	drops 20
Oil of orange.....	drops 10

Powder the ingredients separately, mix and pass through a fine sieve.

DYSPEPSIA TABLETS.

Pepsin.....	grain 1
Pancreatin.....	grain 1
Taka-diastase.....	grain 1
Bismuth subgallate.....	grains 2 1/2
Ext. nux vomica.....	grain 1-12

Ft. tablet No. 1.

DENISON'S ANTIPHTHISIC INHALANT.

	Per cent.
Oil eucalyptus.....	20 to 40
Carbolic acid.....	10 to 30
Ol. plaiis pumilio.....	5 to 10
Liquid guaiacol.....	5 to 10
Oil clove.....	2 to 5
Oil cedar.....	2 to 5
Formalin.....	0.5 to 1

With this medicate an appropriate amount of liquid petrolatum, and use as a spray.

FIREPROOFING FLUID.

Sodium tungstate.....	ozs. 16
Water.....	ozs. 30
Dissolve and add	
Sodium phosphate.....	dr. 18
Water.....	ozs. 20

The material to be rendered fire proof is impregnated with the solution made as above. In the case of fabrics, they are dipped in the solution, wrung out with the hands and ironed.

BARBER'S STYPTIC POWDER.

Alum,	
Gum tragacanth,	
Tannic acid.....	Equal parts.

Powder and mix.

CHEMICAL GUANO.

Calcium nitrate.....	100
Potassium nitrate.....	25
Potassium phosphate.....	25
Magnesium sulphate.....	25

Dissolve from 4 to 10 grams of this powder in 1 litre of water, and water each pot plant with this once or twice a month.

Sachet Perfumes.

VIOLET.

	Parts.
Orris powder.....	500
Rice flour.....	250
Essence of bouquet extract.....	10
Spring-flowers extract.....	10
Violet extract.....	20
Oil of bergamot.....	4
Rose oil.....	2
Musk tincture.....	50

DREAMLAND.

	Parts.
Caraway.....	125
Mint.....	125
Thyme.....	125
Lavender.....	125
Rose petals.....	500
Cloves.....	70
Musk tincture.....	50

ROSE.

	Parts.
Rose petals.....	1,000
Sandalwood powder.....	600
Rose oil.....	15

PORTUGAL.

	Parts.
Sandalwood powder.....	1,000
Orris powder.....	500
Rose petals.....	500
Cinnamon.....	250
Cloves.....	250
Tonquin musk.....	10

VANILLA.

	Parts.
Styrax.....	875
Siam bezoe.....	875
Rosewood.....	875
Cloves.....	160
Vanilla.....	160
Tonquin musk.....	10

The popular granular sachet powders are made by substituting bran powder for orris.

COCA MALT PHOSPHATE SYRUP.

Extract malt.....	5lv
Coca cordial.....	5l
Syrupy phosphoric acid.....	5ss
Lemon syrup.....	5x

Mix. Trim with sliced lemon.

SCHLEICH'S SKIN REMEDIES.

The following prescriptions are, according to the "Chemist and Druggist," used in the skin clinic of Dr. C. L. Schleich, the well known Berlin dermatologist:

Ceral Creme.

Cerate-paste.....	Gm. 50
Vaseline (yellow).....	Gm. 50
Zinc oxide.....	Gm. 10
Oil of rose.....	drops 5
Solution of eosin.....	drops 2

Mix and make an ointment.

Ceral Vaseline.

Mix equal parts of vaseline and wax-paste and heat; then cool as quickly as possible, when both substances will return to their natural consistence, unless intimate mixture is obtained by rubbing. The additions (zinc oxide, etc.) should be incorporated with dexterity.

Fluid Nutritive Gelatin with Formalin.

Dissolve 10 grammes of nutritive gelatin by immersion in a beaker of warm water, pour the gelatin into a vessel, and add 1 or 2 drops of formalin.

Gluten Cerate Cream.

Gluten-cerate.....	Gm. 90
Make into a solution by heat and add—	
Zinc oxide.....	Gm. 9
Glycerin.....	drops 3
Eosin.....	drops 2
Oil of rose.....	drops 2

Make a paste.

Marble Powder Soap.

Dissolve 750 grammes of freshly prepared pure hard soap of an amber yellow color (or a mixture of sapo. domest. infrust. flav. with soft soap in the proportion of 6 parts to 1) by cutting in thin slices and heating with water. Boil together until a solution is formed, then add 150 grammes of steral and 150 grammes wax-paste, stirring well all the time. Then let 7 kilos. of finely sifted and very white marble-powder be so added that the marble-particles are uniformly incorporated in straight lines. Constant stirring and the uniform distribution of the marble are essential. Afterward boil for from one and a half to two hours, adding 300 grammes of water until a syrupy (but not too thick) consistence is obtained.

Peptone Paste.

Dried peptone.....	Gm. 15
Starch.....	Gm. 15
Zinc oxide.....	Gm. 15
Finely powdered gum arabic.....	Gm. 15
Sterilized distilled water.....	Gm. 80
Lysol.....	drops 10
Oil of citronella.....	drops 10

Make a peptonated paste.

Cerate Paste.

Melt 1 kilo. of yellow beeswax in a large crucible on a water-bath. Remove the water-bath from the fire and drop in 100 grammes of strong solution of ammonia. Stir constantly until thickening takes place; but the stirring must be done lightly. Again place on the water-bath and stir until a homogeneous, bright-yellow, soft, anhydrous, liquid mass is obtained, free from lumps. Neutralize the acidity of the emulsion by the addition of ammonia.

Pulvis Serosus C. Glutol.

Mix equal parts of glutol and pulvis serosus. Then prepare the mixture as follows:

Zinc seros. (finely powdered) Gm. 150
(Sterilized at about 100 degrees C.)

Spirit, to dissolve.....Cc. 10
 Oil of citronella.....Cc. 10
 Eosin.....Cc. 10

Macerate continuously for thirty-six hours, then collect on a filter and dry.

Mercury Pencil.

Metallic mercury.....Gm. 50
 Peptone-paste.....Gm. 100
 Cacao-butter.....Gm. 15
 Distilled water.....Gm. 20

Mix and divide in pencils of from 15 to 20 grammes each. To be rubbed on the part until complete hardening of the skin and dryness takes place.

Ichthyol Mercury Peptone.

Metallic mercury.....Gm. 100
 Peptone-paste.....Gm. 100
 Rub together and add—
 Peptonated paste.....Gm. 200
 Cacao-butter.....Gm. 30
 Distilled water.....Gm. 30
 Ichthyol.....Gm. 15

Ointment Bandages.

For each bandage measuring 8 c.m. broad and 5½ m. long use 250 grammes of skin cream or pure unmixd vaseline wax. This is warmed and kneaded thoroughly (with perfectly clean hands) through each bandage so that each thread of the bandage is saturated. The bandages are then rolled and wrapped in antiseptic paper. Lastly, add 5 per cent. of ichthyol or formalin.

Stearin Paste or Sternal.

This is made in exactly the same way as the wax-paste, using stearic acid instead of wax.

Serum Paste.

Ox-blood serum, fresh from the slaughter house, is mixed with 500 parts of finely powdered oxide of zinc. For smaller quantities sterilized-blood serum from the bacteriological laboratories may be used and suitable quantities taken. Naturally the latter must be made liquid by heating before being mixed with the oxide of zinc. Then paint on glass plates, and when the powder is dry scrape off the scales. Make into a fine powder and sterilize for twelve hours at a temperature of 75 degrees C.

Wax Gelatin or Gluten Cerate.

This mixture is similar to cerate-paste, using instead a 10 per cent. solution of gelatin, and preparing in the following manner: Dissolve 10 grammes of pure gelatin in 100 grammes of water, and shake the mixture vigorously with the yolk of an egg. Then heat the solution for two hours on a water-bath and filter. The clear solution will then be sterilized and diluted with sterilized water to a thin liquid. The gelatine is then made alkaline with a saturated solution of carbonate of soda added to the melted and ammoniated wax. The vessel is afterward taken from the fire and stirred until cool. Eventually the mixture is again heated with the water and ammonia until the consistence of a syrupy lime is obtained.

The Netherland Society for the Advancement of Pharmacy.

The above named society, at its forty-ninth general meeting, held at Groningen on July 17, adopted resolutions opposing the plan announced by the permanent Pharmacopœia Commission of making the chemical nomenclature of the fourth edition of the Pharmacopœia of Holland uniform with that generally in use in the pharmacopœias of the other Germanic nations. The question is still unsettled.

The British Pharmaceutical Conference.

THIRTY-SEVENTH ANNUAL MEETING.

THE British Pharmaceutical Conference occupies the position in British pharmacy which in the United States is filled by the American Pharmaceutical Association; though with a difference—for the British association confines its attention exclusively to scientific and technical matters. The thirty-seventh annual meeting of the Conference was held in London from July 23 to 26, and was in all respects a success.

The Proceedings.

AN elaborate programme of entertainment was provided by the London members under the chairmanship of Wm. Martindale, author of "The Extra Pharmacopœia," who will be remembered by many of our readers as having been in attendance on the International Pharmaceutical Congress, which was held at Chicago in 1893. The sessions were held at the Holborn Restaurant, and were ably presided over by E. M. Holmes, F.L.S., president of the Conference, whose presidential



E. M. HOLMES, F.L.S.,

President of the British Pharmaceutical Conference.

address was an important feature of the meeting. This address was concerned mainly with a general review of the advance of pharmacy during the past century. The following officers were elected for the ensuing year:

President, G. Claridge Druce, M.A., Oxford.

Vice-Presidents, G. T. W. Newsholme, Peter Boa, G. D. Beggs and Professor Tichborne.

Honorary Treasurer, J. C. Umney.

Honorary Secretaries, W. A. H. Naylor and F. Ransom.

Other members of the Executive Committee: G. H. Grindley, J. H. Mathews, L. Atkinson, F. C. J. Bird, H. Collier, W. Warren, Professor Greenish, E. White, E. S. Peck, P. Kelly and E. H. Farr.

Dublin was selected as the place for meeting next year.

The Papers.

The papers presented made up in value what they lacked in number, one of the most important being by an American, Dr. F. B. Power, formerly connected with the New York College of Pharmacy, then dean of the School of Pharmacy of the University of Wis-

consin and later chemist in charge of the Garfield, N. J., laboratories of Fritzsche Bros. Dr. Power's paper presented

Some Observations and Suggestions Relating to the British Pharmacopœia

which had been collated in the course of his work as director of the Wellcome Chemical Research Laboratory. These observations were mainly in the nature of criticisms based upon errors in the chemistry of the British Pharmacopœia, with suggestions as to tests. Some of these he had pointed out in previously published papers. The criticisms embraced some fifty-four separate titles, and many of the points criticised have never before been noted. It is of interest to note that the majority of those taking part in the discussion admitted the superiority of the U. S. P. over the B. P. as regards the limitations of tests and the manner in which the tests are laid down.

Santal Wood Oil

formed the subject of a paper by Ernest J. Parry, B.Sc., F.I.C. Mr. Parry published a note on this subject a few years ago showing that the oil consisted mainly of alcohols and not of aldehydes as stated by Chapoteaut. His further studies have convinced him that the so-called santalol, which constitutes about 90 per cent. of the oil, is in reality a mixture of two, or possibly more, bodies of an alcoholic nature. This was the first paper read, being followed by the paper on the British Pharmacopœia, which is above referred to.

Almond Oil and Its Substitutes

was the subject of a paper by W. C. Allen and E. T. Brewis, F.I.C. This paper was of much general interest, as it gave many hitherto little known facts relating to the true history of the commercial article, which is prepared exclusively from the bitter almonds. Adulteration of the oil is comparatively rare, but the oils obtained from the kernel of the peach and the apricot, which are so nearly identical that in seeking to detect them the difference may be ignored, are frequently substituted. In the paper the authors give a full tabular statement of the results obtained by them in the examination of twenty-one specimens of commercial oils of known origin.

The Pharmacognosy of the Official Strophanthus Seed

was treated of in a communication from P. E. F. Perredes, of the Wellcome Chemical Research Laboratories. The author has made an exhaustive study of the subject, and finds that the variations in the histological characteristics of the seed obtained from the same identical pod vary so widely as to an-

swer practically all the requirements laid down by Dr. Blondel for all the different varieties of seed. His conclusion is that it is not safe to trust to the histological structure of the seed as a means of differentiation between the different varieties.

Notes on Some Popular East Indian Drugs.

William Mair, F.C.S., who will be remembered by many of our readers as an occasional contributor to the *AMERICAN DRUGGIST*, and as co-editor of the work on *Indian Materia Medica*, published some four years since by Kanny Lall Dey, presented a paper on the proposed Addendum to the *British Pharmacopœia* for Indian and Colonial Drugs, and gave interesting details concerning several of the more important Indian drugs, including *andrographis paniculata*, *belæ* fruit, *plantago ovata* seed, *holarrhena antidysinterica* (Kurchi root bark), *garcinia mangostana*, *carica papaya*, *eugenia jambolana*, *gynocardia odorata*, *adhatoda vasica*, *gummi indicum* and *oleum arachis*. An intimate knowledge of the subject was shown by the author, whose paper was highly commended by all.

Olive Oil Constants.

Fifty-two samples of olive oil were examined by Mr. Dowzard, and the constants found are given. He says that the B. P. specific gravity limit, 0.919, is too high, admitting inferior oils pressed at high temperature.

Saccharin Tests.

The stronger saccharin is the more soluble is it in acetone. On that fact Mr. Dowzard bases a simple method of telling the strength of the article purchased.

Viscosity of Essential Oils.

After referring to the possible errors involved in the purchase of lemon oil solely on the basis of its citral contents, Mr. Dowzard advocates the introduction of viscosimeter tests for essential oils, as giving information which, when taken into consideration with other data, will prove of much value in the examination of these oils.

Copaiba.

E. Wightman Bell contributed two papers on this subject, one being devoted especially to the results obtained in the examination of a sample of British Guiana balsam, which, save in the rotation of the oil, answered all the B. P. requirements, being, in fact, superior to the average balsam of the market. The second paper offers criticisms of the B. P. requirements, and gives some data regarding Gurjun balsam.

Estimation of Chlorine and Nitrogen.

J. F. Tocher presented a new form of apparatus for the estimation of chlorine and nitrogen, which appears to have some distinct advantages.

Phenol Suppositories.

F. R. Dudderidge, F.C.S., Ph.C., found that an increase of the proportion of white wax above the quantity provided for in the B. P. (2 grs.) failed to give the required degree of firmness to these suppositories. He then experimented with cacao butter alone, when care was taken to melt the theobroma at as low a temperature as possible, the phenol being then added and the mixture

poured into moulds, this leaves nothing to be desired, the suppositories produced being quite firm and brittle, and solidifying more rapidly than those containing wax. A similar result was obtained in suppositories containing 5 grains of chloral hydrate, but in larger quantities of chloral the result was less satisfactory. Experiments showed that the average melting point of the oil of theobroma was 30.75 degrees C., of the phenol suppositories with wax 31.375 degrees C., and of the B. P. suppositories 51.125 degrees C. As the addition of 2 grains of wax raises the melting point nearly 20 degrees C. without producing the required firmness, the author suggests that for these suppositories oil of theobroma only be the basis in future editions of the B. P.

The Ash of the B. P. Drugs.

C. G. Moor, M.A., F.I.C. and Martin Priest, A.I.C., F.C.S., presented a mass of figures drawn both from their own numerous experiments and from other reliable sources, with a view to revising



WM. MARTINDALE,

Chairman of the Committee on Entertainment.

the pharmacopœal limits of allowable ash.

Some Pharmaceutical and Economic Plants of Jamaica

formed the topic of an address by Theo. H. Wardleworth, which was illustrated with numerous specimens and photographs. The author was of the opinion that with a little encouragement Jamaica could supply large quantities of several drugs. The *Cinchona* plantations had been abandoned since the great reduction in the prices obtainable for bark, and there seemed but little prospect for any improvement, as the total amount which could be produced by the 22,000 trees on the island was not sufficient to justify the establishment of a factory for the production of crude quinine along the lines which had proven a success in Java.

Liquor Pa-creatis B. P.

F. C. J. Bird proposes to improve the B. P. test by making it more definite. The point at which coagulation no longer occurs is sometimes difficult to determine with certainty. This uncertainty may be removed by the use of ether and nitric acid. The author also presented a note on the barium chloride

test for presence of carbonate in aromatic spirit of ammonia, which may be made more accurate by the addition of sodium or ammonium chloride. The author also called attention to the fact that while the B. P. requires that pepsin be soluble in 100 parts of 90 per cent. alcohol, the actual solubility is very much lower.

Composition of Berberine Phosphate.

Frank Shedden, B.Sc.A.I.C., contributed a note from the Wellcome Chemical Research Laboratory, giving the history of the article and the results of the work done on it in the laboratory. He assigns to it the formula



with varying amounts of water.

Commercial Easton's Syrup.

H. J. Henderson reported that such commercial specimens as were of proper strength were made with the hydrochloride instead of the sulphate of quinine, and that in fact it was impossible to make it successfully with the use of the sulphate.

Determination of Strychnine in Nux

Vomica Preparations.

The *British Pharmacopœia* methods came in for another "slating" in this paper, the authors, E. H. Farr, F.C.S., and R. Wright, F.C.S., Ph.C., agreeing in the main with the criticism made some time since by Harvey. The detailed record of their observations bring out several points of interest.

The papers were presented by Thomas Tyrer, dealing with *Liquor Ferri Perchlor. Fort.*, and the correct determination of melting points.

Turpentine Oil and Terebene.

With a view to studying the subject, C. T. Tyrer and A. Wertheimer distilled 62 pounds of American turpentine in 21 fractions, and gave to the Conference detailed results of the experiment, stating percentage of distillate, sp. gr., optical rotation, and the refractive index (see page 174) up to 162.5 degrees C. The distillate (91.2 per cent. of the whole) was entirely dextrogyrate, and from 162.5 degrees to 190 degrees C. fractions were obtained (8.52 per cent.) which increased in laevorotation with the boiling point. The characters of terebene made from turpentine by action of sulphuric acid vary not only with the turpentine, but with the amount of acid used. The authors proved that optical inactivity is the result chiefly of neutralization of dextrogyrate and laevogyrate bodies which are present, and they also dealt with the properties of French and Russian turpentines.

The B. P. as a Standard for Tinctures.

The British pharmacists of late have been sorely troubled by petty prosecutions instituted by local officials for immaterial variations in the strength of tinctures and like preparations, and D. B. Dott, F.I.C., F.R.S.E., entered a protest against this sort of thing, suggesting that prosecutions of this character should not be inaugurated on the sole initiative of local officials, but only after receiving the sanction of some central governing body, such as the Local Government Board.

Some Pharmaceutical Tinctures.

Dr. J. C. McWalter presented a revised list of specific gravities of B. P.

tinctures, accompanied by a statement of the weight of total residue obtained from each fluid ounce. The author pointed out, however, that if such data were included in the pharmacopoeial requirements it would be necessary to give considerable latitude, owing to the legitimate variation in the amount of extractive in different lots of genuine drugs of undoubted purity. While the specific gravity rarely varies more than 0.010 per cent., the residues not infrequently varied as much as 50 per cent.

Mercurous Iodide.

Dr. F. B. Power advocated the introduction of the yellow mercurous iodide into the colonial addendum. He gave abundant data to prove that when prepared according to Henry MacLagan's precipitation process it kept perfectly.

Prepared Asafetida

was the subject of a paper by Henry William Jones, who proposes to prepare this by treating one part of undried asafetida with five fluid parts of alcohol (90 per cent.) in a closed jar in a water bath, solution being effected by the aid of a little heat. The liquid portion was filtered off when cold, and poured into 10 times its bulk of water faintly acidulated with hydrochloric acid. After standing 24 hours the precipitated mass consisting of resins and essential oil was collected on a calico filter, washed with water, scraped off into a shallow dish and exposed to the air for a few days to allow of the evaporation of a small quantity of water appearing on the surface.

Edwin Dowzard, F.C.S., presented notes on the

Morphine Contents of Opium.

The B. P. states that dried and powdered opium should yield from 9.5 to 10.5 per cent. of anhydrous morphine. This is much too low, the yield in 25 samples being from 12.3 to 14.9 per cent.

Hypodermic Solutions of Suprarenal.

Langlois' formula:

Suprarenal capsules.....Cc. 80
Boiled water.....Gm. 10
Sodium chloride } of each....Cc. 7
Sodium sulphate }

Triturate the capsules with the solution of the salts, macerate 24 hours and filter. Two to 5 Cc. are injected daily, or every other day.

Arsonval's formula:

Glycerin..... } of each Gm. 10
Suprarenal capsules }

The capsules are finely divided and macerated 24 hours, then the paste is triturated with boiled water containing 2.5:100 sodium chloride 5 Cc. This is allowed to stand half an hour, filtered through sterilized paper by pressure with carbonic oxide. Five to 8 Cc. diluted with an equal quantity of water are injected.

A New Negative Varnish.

Valenta suggests the use of the following as an extremely useful negative varnish, which can be used either hot or cold, and which will take retouching easily without any medium:

Manila copal.....20 grms.
Epichlorhydrine.....70 grms.
Digest in a water bath till dissolved, then add:
Absolute alcohol100 cc.
This may be further diluted with a mixture of
Epichlorhydrine1 part.
Absolute alcohol5 parts.
It makes a very hard, clear, colorless film, which quickly dries.

Pharmaceutical Progress.

*New Remedies—Improved Processes—Modern Inventions—
Wrinkles in Dispensing—Tests and Reactions.*

Fatty Acids in Glycerin.—La Wall and Pursel state ("Am. Jour. Phar.," Aug.) that the U. S. P. test for fatty acids is either too rigid or that manufacturers are careless as a distinctly acidulous (?) odor was developed in ever one of ten samples examined by them on heating with dilute sulphuric acid.

Carthagenia Ipecac Rich in Alkaloids.—La Wall and Pursel ("Am. Jour. Phar.," Aug.) give the following results of recent assays of twenty different lots of carthagenia ipecac root representing about 3,000 pounds of the drug:

	Total Alkaloids, Moist. Per Cent.	Moisture Per Cent.	Total Alkaloids, Dry, Representing the Powdered Drug, Per Cent.
Min.....	1.83	8.18	1.98
Max.....	2.29	4.40	2.40
Average....	2.08	8.87	2.11

Zinc Ointment.—At the recent meeting of the Pennsylvania Pharmaceutical Association two notes were presented on the subject of ointment of oxide of zinc. D. J. Thomas suggested the addition of 5 per cent. of white wax for ointment to be used during the summer, making a total of 10 per cent. In the winter, however, 5 per cent. of wax is sufficient. The use of dehydrated lard is insisted upon as being most essential. This author recommends the following process: Sift 200 Gms. of zinc oxide, U. S. P., through a No. 20 sieve into a wedgewood mortar. Heat 800 Gms. of dehydrated benzoinated lard in a porcelain capsule on a water-bath, and while hot incorporate with the zinc oxide. Transfer the whole to the capsule, reheat on the water-bath, and strain through moderately fine gauze or cheesecloth, and then stir till cold. Jno. F. Patton also presented a note on this subject, advising the following method of procedure: In a large and well-warmed mortar triturate 8½ ounces of Hubbuck's oxide of zinc with 6 ounces of olive oil to a smooth paste, and then add a mixture of 6½ ounces of white wax and 33½ ounces of washed lard previously melted on a water-bath. Stir constantly until cool, and finally add 1½ ounces of an oleo-etheral tincture of benzoin made by macerating 2 ounces of tincture of benzoin in 4 ounces of ether, filtering and mixing with 2 ounces of castor oil.

Pharmacy of Trional.—Trional, the new hypnotic, is insoluble in water, and not very freely soluble in alcohol. The best method of compounding it is to first dissolve it in a bland oil, such as almond, and then emulsify the resulting solution. The trional can be dissolved to a fair degree of concentration, if heat be employed to effect solution. Muclage of chondrus, acacia, or the yolk of egg may be employed as an emulsifier. In a recent issue of the "Pharmaceutische Zeitung" the following methods of compounding the

substance are given: (1) Oily solution of trional, 8 per cent., 60 Gm.; muclage (Irish moss), 5 per cent., 70 Gm.; glycerin, 15 Gm.; bitter almond water, 10 Gm. Make into an emulsion. (2) Oily solution of trional, 8 per cent., 10 to 15 Gm.; yolk of egg, 1 Gm.; milk, 125 Gm. Make into emulsion for rectal injection. (3) Trional, 0.4 Gm.; ol. theobroma, 4 Gm. Make into a suppository. (4) Trional, 0.025 Gm.; olive oil, 0.5 Gm. Make into solution for capsules.

The Estimation of Mydriatic Alkaloids.—The latest contribution from the Marburg laboratory, by Dr. Ernst Schmidt, deals with the estimation of the alkaloids in the leaves of *Datura Stramonium*, *Hyoscyamus niger*, and *Atropa Belladonna*. The process which Schmidt advocates as being accurate and open to least objection is as follows: Ten grammes of the finely powdered leaves, dried to a constant weight over quicklime, is treated with 90 grammes of ether and 30 grammes of chloroform. To this 10 Cc. of 10 per cent. soda solution are added with constant shaking, and the mixture is allowed to stand for three hours. About 10 Cc. of water is then added, or sufficient to make the powder settle, leaving the ether-chloroform solution clear. After an hour the liquid is filtered and 60 grammes (which, assuming that there is no loss by evaporation, Schmidt takes as equivalent to 5 grammes of the leaves) placed in a small flask. Half is distilled off to remove ammonia, but care must be taken not to distil more, or difficulty is found in the after treatment. This residue is transferred to a separator, the flask being washed with ether, and the whole is shaken with 10 Cc. of centi-normal hydrochloric acid. The acid layer, to which are added aqueous washings of the ethereal layer, is filtered into a flask and made up to 100 Cc. A little ether and 5 drops of a solution of iodoquin are added (1 in 500 of alcohol), and centi-normal potash is added until the end reaction is observed. Each Cc. of centi-normal hydrochloric acid used corresponds to 0.00289 gramme of atropine or hyoscyamine.

Handling Oiled Silk.—A. B. Burrow recommends (Merck's Market Report) that on receiving a roll of oiled silk it be removed from the original package and attached to a Hartshorn shade roller—preferably one provided with the patent clamp which obviates the necessity for the use of tacks. The protecting strip of paper which accompanies the silk should also be affixed to the roller. The roller can then be attached to the lower side of a conveniently located shelf and the silk cut off as required with the greatest ease and dispatch.

Fersan, which has already been briefly referred to in these columns, has been examined in the Royal Agricultural

Laboratory at Vienna by Czadec both as regards its chemical composition and its food value, as indicated by physiological experiment. (Pharm. Post XXXIII, 417.) This new food preparation, which is the invention of the well-known physiological chemist, Dr. Adolf Jolles, appears in the form of a dark brown odorless powder, with an acidulous taste; and is almost completely soluble in water and in diluted alcohol. It is mainly composed of incoagulable albumen, and is remarkable for its high percentage of iron and of phosphoric acid in the form of organic compounds. It is prepared from bullock's blood by diluting with double its own quantity of weak salt solution, separating the serum by means of a centrifuge, extracting the resulting mass of blood corpuscles with ether, and by the addition to this solution of concentrated hydrochloric acid, separating out a compound of iron, phosphorus and albumin, which after filtration is purified with alcohol, dried and then powdered. The food value was tested in two series of experiments carried out by Dr. Kornauth and the author jointly. One series was with geese and the other with men. The results in both cases were most satisfactory, the substance proving to be valuable as a nutritive tonic and the experiments demonstrating that it can be administered in quantities up to 80 Gms. per day without disturbing the digestion.

Resaldol, is the subject of a note by Dr. Herrmann, assistant physician to the city hospital of Charlottenburg in the *Therapeutische Monatsheft* (No. 4, 1900), in which the author speaks most highly of the new astringent intestinal tonic. Resaldol is an amorphous, yellow, almost tasteless powder. It is an acetylated condensation product of chloromethyl-salicylic aldehyde with resorcin, which is insoluble in water and the diluted acids, but which is decomposed by alkalies, the acetyl group being liberated. The decomposition products have a powerful disinfectant action, even in alkaline media, and are at the same time astringent. The value of these qualities for the treatment of intestinal disorders is apparent. Resaldol passes unchanged through the stomach, but on entering the intestinal tract is dissolved and decomposed by the alkaline liquids there met with. The dose is given at about three Gms. per day. It is relatively innocuous, as much as 10 Gms. having been given without producing any bad effects.

COFFEE SYRUP.

Mocha coffee.....lb.	¾
Java coffee.....lb.	¾
Boiling water.....gal.	1
Granulated sugar.....lbs.	10

Boil together, or pass through a suitable filter coffee pot, until 1 gallon of infusion is obtained; let it settle and add the sugar.

FOOT POWDER.

I.	
Alum	oz. 1
Boric acid.....	ozs. 2
Talcum	ozs. 4
Starch	ozs. 6
Oil lavender.....	drops 15
II.	
Orris root.....	ozs. 2
Zinc oxide.....	ozs. 2
Sulphur	ozs. 2
Talcum	ozs. 10

THE PHARMACIST AS AN EXPERT MYCOLOGIST.¹

The increasing consumption of mushrooms as food renders it more and more important that their sale should be placed under some sort of official sanitary control in order, on the one hand, that this food, which from an economic standpoint is of great value to the nation, should not be allowed to go to waste in our fields and forests, and, on the other, that the citizen ignorant of botany should be protected from danger of poisoning.

Market Control.

In Switzerland there are at present two methods of regulating the sale of mushrooms. In three cities edible mushrooms may not be placed on sale save at certain times and places, and they may not be delivered to purchasers until they have been passed upon and declared wholesome by the official mushroom market inspector. This system has been in force in Geneva for the past twenty years, for a shorter time in Zurich, and has quite recently been introduced in Lausanne and Vevey.

Examination of Mushrooms at the Residence of the Expert.

This method is principally followed in sections where there is not a sufficient quantity of mushrooms sold to justify the establishment of a mushroom market, or where the house-to-house sale is not restricted by law. When the peasants bring in some 40 or 50 centimes worth of mushrooms gathered by the children and brought to market in the same basket with their other vegetables it would manifestly not pay them to stand half a day in the mushroom market to dispose of their small stock. It is, of course, impossible to control the sale if it is carried on indiscriminately in the market with that of fruits, vegetables, flowers, etc., as it would be very easy to slip a dubious basket past the inspector.

Therefore in such cases instead of appointing market inspectors, certain persons are designated as mushroom experts from whom the public can learn without cost whether any particular specimen is, or is not, edible. It is just here that the apothecary can be useful. Botanists generally reside in the suburbs of the cities, or in places not easily accessible to the unwelcome casual caller. Pharmacists, on the contrary, have reasons for selecting a location which is most accessible. Furthermore some one is always in attendance during business hours in a pharmacy, while it is often difficult to catch a botanist at home. When we remember in addition that the pharmacist is quite generally appealed to for advice by botanists, chemists, amateur entomologists, etc., it is easy to understand why it occurred to the sanitary authorities that pharmacists might act as mushroom experts.

Inspection of the mushrooms gathered by amateurs for their own consumption is fully as important as is the examination of those offered for sale in the market, but in the scheme of market supervision no provision at all is made for this. Contact with those interested in mushrooms offers an opportunity for the expert to direct at-

tention to many points of special interest in connection with the collection, preparation and preservation of mushrooms. In this manner the expert is brought into closer relations with his client, who may not be in a position to procure suitable reference books. Experience has shown that where a reliable authority is at hand to consult with, the number interested in mushrooms grows rapidly and a knowledge of the edible fungi spreads to ever-widening circles, though but a few decades ago a knowledge of the edible fungi was looked upon as the province of a privileged few with whom mycology was something in the nature of a recreation.

The Study of Mycology for Pharmacists.

The study of the fungi has heretofore played a very unimportant part in the curriculum of the pharmacist. In college the student learns about the cryptogams in the winter term when there are no fungi to be found, and therefore he gains no more acquaintance with the fungi than he has with the mosses or the moulds. So far as we are aware no special courses of lectures are given in any of the universities on mycology, nor does any school give practical demonstrations on this subject. This is no doubt due largely to the fact that mushrooms (at least the hymenomycetes, which are the most important family), nearly all make their appearance during the time when the university schools are closed, a fact which no minister of education can alter. In consequence no more attention is paid to the fungi in the pharmaceutical examination than to the other cryptogams, and since there are many young people nowadays who think it unnecessary to study anything upon which they will not be examined, interest in the study of the fungi is, with a few praiseworthy exceptions, much neglected.

In view of these facts it is especially incumbent upon the independent pharmacist to take up this and other lines of study, for the passing of the official examination is by no means the ultimate end in life.

The position of expert mycologist is not a lucrative one, even where the expert receives compensation for his services from the sanitary authorities, for there is no danger of becoming wealthy from the salary paid, but the immediate material returns should not be the sole object of our labors.

In order to hold the position of mushroom expert it is of course necessary for the pharmacist to have a thorough knowledge of mycology, at least so far as the edible fungi are concerned and those poisonous species with which they may be confounded. A knowledge of the uredineæ, the ustilagineæ, etc., is not absolutely necessary, but the mycologist must be familiar with at least the more common kinds of the hymenomycetes, gasteromycetes, discomycetes and tuberaeæ. It is impossible to learn all of this in one year on account of the briefness of the mushroom season. Many devote a whole lifetime to the study, some even die before attaining a full knowledge of the subject.

Books of Reference.

As guides to the study of the fungi the following among the many works on this subject may be specially recommended: "Schwaemmme," by H. O.

¹ Translated for the AMERICAN DRUGGIST from the *Schweizerische Wochenschrift für Pharmacie*.

Lenz; edition VI, 1879, edited by Wuensche, and "Fuehrer fuer Pilzfreunde," by Misbad, 1895, which is a beautifully illustrated work. Later on for identifying specimens I would recommend "Die verbreitetsten Pilze Deutschlands," by Wuensche, Leipzig, 1896, and "Nouvelle flore des champignons," by Constatin and Dufour, edition II. Should one desire to procure a larger illustrated work, I would recommend the purchase of "Les champignons comestible," by Leuba, Neuchatel, 1890, a work with fifty-two colored and two black and white plates, which has also been published in German.

The identification of mushrooms is quite difficult for the beginner, but as soon as one becomes familiar with the more common kinds the study becomes much easier.

While not an easy branch of natural science to master, the study of mushrooms is inviting and interesting, so that when one has once mastered the difficulties met with at the beginning of the study he will never give it up, but find much interest and pleasure in enlarging his knowledge of mycology.

English and American Works on Mycology.

The works mentioned in the foregoing article are of course especially suited to the needs of the audience addressed. They will prove of service to any one anywhere, the illustrated volume by Leuba being particularly valuable. Owing to the climatic differences between this country and Central Europe and the consequent differences in species, etc., it is, however, desirable for American students to have American works for reference; for this reason we append a more complete list of leading books on mycology in the English and other languages.

Books Introductory to the Study of the Mushrooms.

For beginners in the study of the mushrooms the following books can be recommended:

Cooke.—Edible and Poisonous Mushrooms\$1.50
Gibson.—Mushrooms\$7.50
Palmer, J. A.—Mushrooms of America, Edible and Poisonous.....\$2.00
Peck.—Mushrooms and their Use. 50 cents.

Taylor.—Students' Handbook of Mushrooms of America, Edible and Poisonous, 5 parts, per part.....50 cents.
Underwood.—Suggestions to Collectors of Fleshy Fungi.....25 cents.
McIlvaine.—American Fungi.....\$10.00
Cooke and Berkley.—Fungi, Their Nature, Influences and Uses.....\$1.50
Farlow, W. G.—Some Edible and Poisonous Fungi.....35 cents.

For those who wish to pursue the study further, the following works will be found essential:

Acloque, A.—Les Champignons.87 cents.
Cooke.—British Edible Fungi.....\$2.50
Cooke and Quelet.—Clavis Synoptica, Hymenomycetum Europæorum..\$1.00
Constantin et Dufour.—Nouv. Flore des Champignons, Paris, 1895.....\$1.50
Fries.—Hymenomycetes Europæi. (Latin.)

Peck.—Boleti of the United States.
Peck.—Reports of the State Botanist of the State of New York. Twenty-eight reports in 8vo and one in 4to., 1896.

Massee.—British Fungus Flora: A Classified Text-Book of Mycology, 1892-95. 4 vols., 8vo.

Patouillard.—Les Hymenomycetes d'Europe, 1887. 8vo.

Peck.—Boleti of the United States, 1889. 8vo.

Richon, Ch., et Roze, E.—Atlas des Champignons Comestible et Vénéneux de la France, 1886-88.....\$14.50
Schmiedberg and Koppe.—Das Muscarin, 1869. 12mo.

Schroeter.—Die Pilze. M. Cohn: Kryptogamen—Flora von Schlesien. Vol. 3, 1889-1897. 8vo.

Schroeter and Lindau.—Die Pilze. M. Engler and Prantl: Die Natürlichen Pflanzenfamilien. Vol. 1. (The most recent work on classification of genera.) One vol. complete and a second current in parts. 8vo.

Zopf.—Die Pilze. M. Schenck's Handbuch der Botanik. Vol. 4 8vo.

The New York State Pharmaceutical Association.¹

BY CLAY W. HOLMES.

THE first public announcement of a possible Pharmaceutical Association for the State of New York appeared in the "Druggists' Circular" of February, 1879, in an open letter from Prof. Peter Wendover Bedford to the druggists of the State, urging the formation of a State Association along the lines of the A. Ph. A. A brief editorial appeared in the same number of the journal emphasizing the points made by Professor Bedford. The letter asked for responses.

The March number of the journal contained another letter from Professor Bedford, stating that many favorable replies had been received, and suggesting a meeting to be called in May.

In the April number of the "Circular" appeared an editorial suggesting a meeting to be held in Utica in May. This was followed in the May number by an editorial, which stated: "There can no longer be any doubt of success. Many members of the profession, hailing from all parts of the State, have joined in making a call for a meeting to be held in the city of Utica May 21 and 22." The editorial further stated: "We ought to add in simple justice to Professor Bedford that the project seems to be entirely his, and its successful organization will be mainly owing to his zeal and industry in planning and expense in pushing it toward a fruitful consummation."

The Initial Meeting.

As a result of this call a number of druggists met in the parlors of the Butterfield House in Utica on the evening of May 20, 1879, and resolved themselves into a Committee of the Whole to formulate a constitution and by-laws to be presented to the meeting of druggists to be held the next day. P. W. Bedford was made chairman, and Clay W. Holmes secretary of this conference.

At 2.30 P. M. on the 21st of May, in the Common Council Chamber of Utica, eighty-seven druggists met to organize the New York State Pharmaceutical Association. P. W. Bedford was made

chairman, and Clay W. Holmes, secretary. The meeting was addressed in welcome by the Hon. Wm. J. Bacon, and responded to by Dr. A. B. Husted. A permanent organization was effected, and the honor of being its first president was justly conceded to Professor Bedford.

Inception of the State Pharmacy Law.

The only important business of the meeting was the adoption of a resolution that "A committee of five be appointed by the chair to draft an act to be submitted to the Legislature of this State for the regulation of the business of druggists and dispensing pharmacists in this State, to secure a better protection of the life and health of the people. This report to be made to the next annual meeting. The committee was J. S. Rieffenstahl, of Buffalo; B. F. Ray, Utica; H. B. Napier, Owego; G. M. Baker, Greenpoint; W. L. Brown, Syracuse.

A Success from the Start.

The editor of the "Druggists' Circular," in commenting on the organization of the association in the June number of his journal, said: "The treasurer has already received the annual dues of over one hundred and fifty members. This is probably a success never before attained at the organization of any pharmaceutical body in this or any other country. This result was almost wholly due, we believe, to the exertions of the gentleman who initiated the project, engineered it in every stage, and who, we think, was very properly chosen as its first presiding officer."

Passing of the Older Members.

Of the eighty-seven members present at the first meeting, three only have been in attendance at every meeting of the association since—Dr. A. B. Husted, of Albany; F. L. Norton, of Delhi, and Clay W. Holmes, of Elmira. Five are frequently present, and have attended a majority of the meetings, seven have died and seven have been occasional attendants. The balance, sixty-five, have dropped out of sight entirely.

Fracas Over the Pharmacy Bill.

The meeting at Buffalo in 1881 might be called the hottest meeting ever held. Such scenes as are sometimes enacted in the dignified Senate Chamber of the Nation's capital were only prevented by the timely wit and presiding skill of our lamented friend Eaton, who was occupying the chair temporarily at the time. The fracas was over the pharmacy bill. After five years' toil the Pharmacy Bill became a fact, and Governor Cleveland on the 8th of July, 1884, appointed the first Board of Pharmacy. From that time till the present the association has held the even tenor of its way, having its ups and downs like all others. Many of its early workers and strongest supporters have passed away, and we have only their loving memories to cheer us. Second only to Professor Bedford in his untiring efforts for the good of the association we would note with loving remembrance our friend, James H. Eaton, of Syracuse, who during his life secured more new members than any other person, but to Professor Bedford is clearly due all of good which has during the years been accomplished by the New York State Association.

¹ Presented to the New York State Pharmaceutical Association at the annual meeting held in Newburgh, June 26-29, 1900.

Queries and Answers.

We shall be glad, in this department, to respond to calls for information bearing on pharmacy or any of its allied topics, and cordially invite our friends to make use of this column.

The name and address of the inquirer must accompany the communication, not for publication, but to assure attention, as we make it a rule to pay no regard to anonymous correspondence.

Arsenic in Effervescent Sodium Phosphate.—F. R.—The United States Pharmacopœia prescribes a method of determining the freedom of sodium phosphate from arsenic, which may be applied to the pure salt, though almost any one of the arsenical tests will answer the purpose. The test given in the United States Pharmacopœia is that known as Bettendorff's, and it is easily made and applied. Fifteen grains of the suspected salt (twice this amount if the effervescent salt be under examination) are shaken with 3 Cc. of a saturated solution of stannous chloride in pure hydrochloric acid, to which a small piece of pure tin-foil has been added. A gentle heat is then applied, when the presence of arsenic is revealed by the production of a brown color or precipitate.

The examination of a large number of samples of the effervescent sodium phosphate on the English market revealed the astonishing fact that scarcely any is free from arsenic. One sample contained as much as 14 grains to the pound, which means 28 grains to the pound of pure sodium phosphate, the effervescent salt being 50 per cent. pure.

The contamination has been traced to the sulphuric acid used in the preliminary process of manufacture. On the large scale sodium phosphate is produced by the decomposition of acid phosphate of calcium by sodium carbonate, the acid phosphate of calcium being formed by the action of sulphuric acid on bone ash. Nowadays sulphuric acid is manufactured almost exclusively from iron pyrites, and the product is invariably contaminated with arsenic. The amount of arsenic in the pyrites is sufficient to account for the quantity found in the sodium phosphate.

A New York chemist has made an examination of a number of the more popular brands of effervescent sodium phosphate of American make, and the results will be published in the next number of the AMERICAN DRUGGIST. So far as his work has gone it has demonstrated that not one of the samples examined was quite free from arsenic, and some were dangerously contaminated.

Photo Paste.—W. C. writes: "Can you quote us a working formula for photo paste? We want a paste made of flour, starch or dextrin, which will keep and give satisfaction. We have been making a paste for several years which is very good, but every once in a while it fails to work, separating or changing in its consistency."

Dextrin under proper manipulation yields the best type of an adhesive paste. The following process of preparing such a paste was devised by a contributor to this journal, who made numerous experiments leading up to the finished formula:

White dextrin.....	oss. 8
Water, heated to about 180 degrees F.....	fl. oss. 12½
Oil wintergreen.....	drops 8
Oil cloves.....	drops 8

Dissolve the dextrin in the hot water by stirring. When cool incorporate the oils, stirring briskly until a smooth white cream results. Pour the paste into suitable vessels, glass wide-mouth bottles or porcelain jars; then cork and place in a cool place for two or three weeks to allow the paste to congeal and ripen. The ripening process can be expedited by placing the jars containing the paste in a cooling chamber at a temperature of 40 or 45 degrees. For fuller details of experiments in the manufacture of pastes of this description consult the AMERICAN DRUGGIST for June 10, 1898.

Gray Oil.—M.—There is no official formula for this preparation, which, as its name might indicate, is a mercurial oil. Martindale in "The Extra Pharmacopœia," gives it as a synonym for Injectio Hydrargi Hypodermica with the following formula:

Mercury.....	39
Mercurial ointment.....	2
Vaseline oil.....	59

Dose: 1 to 2 grains daily for syphilis. Hager quotes several formulas under the title "Grey Oil," as follows:

I.

LANG'S FORMULA.

Mercury.....	3
Anhydrous lanolin.....	8
Olive oil.....	4

II.

NEISSER'S FORMULA.

Mercury.....	5
Ethereal tincture of benzoin (See below).....	1
Liquid petrolatum.....	100

Extinguish the mercury by triturating with the tincture of benzoin, and after the evaporation of the ether add the liquid petrolatum.

III.

VIGIER'S FORMULA.

Mercury.....	19.5
Mercurial ointment.....	1.5
Petrolatum.....	9.0
Liquid petrolatum.....	20.0

CLAESSEN AND MEHL'S FORMULA.

Prepare a 66 per cent. ointment by triturating 2 parts of mercury with 1

part of anhydrous lanolin by the aid of a little chloroform, and dilute this into a 50 per cent. ointment by the addition of olive, almond or paraffin oil.

Ethereal Tincture of Benzoin.—M.—

Gum benzoin.....	4
Oil of almond.....	1
Ether.....	8
M.	

Haines' Sugar Test.—This is a modified Fehling's solution, which is claimed by the originator, Professor Haines, of Chicago, to possess better keeping properties, and to be depended upon to be in good order for testing no matter how long it has been standing. The formula as given in the various Lists of Tests is slightly confusing and affords meager information regarding either the method of applying the test or of its behavior with urine containing sugar. As an example to show how clearness is occasionally sacrificed to brevity in such compilations we quote the test as given in "Reagents and Reactions:"

"HAINES' solution for the detection of glucose is a solution of 3g. copper sulphate, 9g. potassa, 100g. glycerin in 600g. water. Glucose (diabetic urine) effects upon the application of heat the precipitation of red cuprous oxide."

Wilder's "List of Tests" is briefer still, the test being described thus:

"311. HAINES' (glucose; reduction).—3 sulphate of copper, 9 caustic potassa, 100 glycerin, 600 water."

"Formulæ, Methods, and Reactions," published by the "Pharmaceutical Journal" of London, gives the following modification of Haines' original formula:

"HAINES' (sugar in urine).—Cupric sulphate solution (as for Fehling's solution), 2 volumes; pure glycerin, 1 volume; liquor potasse, B. P., 10 volumes."

The method of preparing and applying Haines' test observed by practical workers is as follows:

HAINES' SUGAR TEST.

Copper sulphate, C. P.....	grains 30
Distilled water.....	fl. oz. ¾
Glycerin.....	fl. oz. ¾
Liquor potasse.....	fl. oss. 5

Directions: Dissolve the copper sulphate in the distilled water, add the glycerin, mix thoroughly and add lastly the solution of potassa. In testing with this solution take about 1 drachm and gently boil it in an ordinary test tube. Next add 6 to 8 drops (not more) of the suspected urine, and again gently boil. If sugar be present, a copious yellow or yellowish-red precipitate separates; if no such precipitate occurs, sugar is absent.

Artificial Kissingen.—P. B. D.—A mixture of the following salts in the quantities given, added to water in the proportion of 2 ounces of the mixed salts to each gallon of water, will form artificial Kissingen water:

Potassium chloride.....	Parts. 17
Sodium chloride.....	357
Magnesium sulphate.....	59
Sodium bicarbonate.....	107

The water is charged with the usual pressure of carbonic acid gas.

Rose Tooth Powder.—N. R.—The popular tooth powder sold under this and other names is stated by W. A. Dawson to consist of the following ingredients:

Precipitated chalk.....lb. 1
 Florentine orris.....ozs. 2
 Sugar.....ozs. 1 1/4
 No. 40 carmine.....grns. 15
 Oil of rose.....drps. 12
 Oil of cloves.....drps. 4

Dissolve the carmine in an ounce of water of ammonia and triturate this with part of the chalk until the chalk is uniformly dyed. Then spread it in a thin layer on a sheet of paper and allow the ammonia to evaporate. When there is no ammoniacal odor left, mix this dyed chalk with the rest of the chalk and sift the whole several times until thoroughly mixed. Then proceed to make up the powder as in the previous formula, first sifting each ingredient separately and then together, being careful thoroughly to triturate the oils of rose and cloves with the orris after it is sifted and before it is added to the other powders. The oil of cloves is used to back up the oil of rose. It strengthens and accentuates the rose odor. Be careful, however, not to get a drop too much, or it will predominate over the rose.

To Frost Glass.—B. F. writes: "While Epsom salt in concentrated solution affords a cheap and handy method of frosting windows, as you state in the last issue of the *Druggist*, a more permanent frosting can be obtained, if desired, by using a solution of wax and shellac in turpentine. A ten per cent. solution of each with a similar amount of drier gives good results. The outside of the glass is painted with this mixture and afterward dabbed with a wad of cloth.

Paste for Labels, Etc.—J. A. D.—See reply to W. C. in this number.

Correspondence.

The Basis of Assessment in the N. A. R. D.

To the Editor, Sir:
 In reply to your inquiry as to the financial obligation to the National Association of the several affiliated State and local organizations, article VII of the Constitution makes this point very clear. Every local society is expected to pay the dues of its entire active membership. The State associations pay only for those of their members who are not members of the local societies belonging to the N. A. R. D. If in remitting the dues of his society the secretary of a local organization should deduct for those of his members who belong to the State Association, and the secretary of the State Association should in turn deduct for those members who belong to this particular local society, the national organization would be loser by just that number of members who belong at the same time to both of these organizations. It is the intention of the Constitution that no member shall be assessed in more than one association, but the local associations are expected to take the initiative by paying for all of their active members.

THOS. V. WOOTEN, Secretary,
 National Association of Retail Druggists.

CHICAGO, ILL., July 28, 1900.

Mr. Dawson's Note on Syrup Hypophosphites.

To the Editor:

Sir.—It is encouraging to a veteran to see intelligent criticism appear again in the pharmaceutical press, and especially when accompanied with suggestions for the correction of that which is complained of.

Mr. Dawson's paper on "Shop Notes and Dispensing Hints," which was brought before the State Association during its meeting last month in Newburgh, and appearing in your edition of July 23, is full of suggestions which may well be considered by others possibly longer in business.

There are some who consider that the number of years' service behind the counter which one may boast of is a badge of proficiency in itself, giving an open door to further advancement. But we know quite well that in a goodly number of cases much vaunted experience has proved to be simply so many years of rule of thumb practice and "tumble over your own toes" system.

The heavy precipitate which is so often observed in syrup of hypophosphites is believed by some to proceed from impurities in the materials. It is a fact, however, that with a better line of hypophosphite salts in the market now than ten years ago, the precipitate, when following the N. F. process liberally, is much less voluminous. It is a fact, as Mr. Dawson has noticed, that the precipitate is increased if the syrup be exposed to direct sunlight, particularly if the exposure happens soon after finishing a batch. It happened to me to my loss but a few weeks ago.

The precipitate also takes place if the iron and manganese solution is boiled. I have never analysed this precipitate, nor have I seen an authoritative statement of its composition, yet it is generally believed to be inert.

A preventative much recommended is the addition of a small percentage of hypophosphorus acid. I have found, however, that a slight change in the manner of bringing the materials together removes the difficulty.

Mr. Dawson recommends the use of the ferrous salt, and furnishes a scheme for its immediate production in solution.

This method, on a different basis, was considered by the original committee of the New York and Brooklyn Formulary, but it was thought best then, and has been considered since, to hold to the ferric salt of iron, as all the others belong to that system. In the New York and Brooklyn Formulary a solution of the ferric salt was kept in stock, which was produced from iron alum, and a number of my acquaintances use that still, as they find that no precipitate follows when that formula is followed.

The present formula has in the first solution some free citric acid, and considerable of a citric salt, for the sake of holding the iron and manganese in the condition as added, ferric and manganese; and also to assist in solution.

For several years following the publication and use of the National Formulary process in making the first solution, whether from good commercial salts, and quite as often those from high class manufacturers, a complete solution was seldom obtained, and therefore my instructions to my own

men, students and others, were not to so attempt, either by continued heat or by boiling, but to decant from the deposit, and if that deposit was found to be very copious, to commence again with larger quantities of the iron and manganese salts. Now, however, these salts are better made, and with the exception of a five-pint lot made a few months ago, this has not occurred in my own practice for upward of five years; and in this case the trouble lay with the iron salt.

At the time of closing the long series of working experiments with the National Formulary it was intended that the process should be divided into three parts in accordance with a plan formulated by the writer. This process has been published several times, and spoken of at society meetings, and is used by many of my friends with perfect satisfaction. I have made it in five-gallon lots, which have stood for long periods without change.

The medicinal value developed in this combination is recognized by the druggist as well as by the therapist and the patient. Now, as in many other good medicines, this therapeutic value depends largely upon the fact that the combination exists in weak combination, being ready at any moment and from slight causes to disassociate; and to form new chemical compounds; it is also rapidly and easily assimilated in the human economy.

The correct method of preparing the salt may be here indicated:

1. The iron and manganese salts, potassium citrate and citric acid, are triturated to a powder, then warmed with water until a clear greenish solution is obtained.

2. The quinine and other hypophosphite salts, calcium, potassium and sodium are to be triturated with about one and a half times their total weight of sugar.

3. In a graduated bottle place the remainder of the sugar, on this drop the tincture of nux vomica, and shake until well distributed. To this add the dry triturate, No. 2, and again shake until the whole assumes a homogeneous appearance. Then add liquid No. 1, in successive portions, if a large quantity is being made, with frequent agitation. Lastly, water sufficient to complete the bulk of the syrup.

My theory of the combination is that the salts so ready to combine are kept separate by the sugar until the water is added; the syrup being formed more rapidly than decomposition can commence, we have our materials very close to the nascent condition so necessary for chemical union, and which condition has been found as available for proper assimilation in the system as for chemical union.

LUTHER F. STEVENS.

BROOKLYN, N. Y. August 6.

Finley Acker, a Philadelphia business man, has republished in the form of a small booklet a series of letters on travel in the Mediterranean basin contributed by him to the Philadelphia daily press. The sketches are written in a simple, direct manner which appeals to the average reader.

DIE MIKROSKOPISCHE ANALYSE DER DROGENPULVER.—Ein Atlas für Apotheker, Drogisten und Studierende der Pharmacie, von Dr. Ludwig Koch, ag. Professor der Botanik an der Universität Heidelberg. Erster Band, erste Lieferung, die Rinder und Hölzer. Berlin, Verlag von Gebrüder Borntraeger, 1900. Preis, 3 Mk, 50 Pf.

Advertising Ideas.

Under this heading we shall conduct a practical discussion of store methods and advertising for retail druggists. The Department Editor will be pleased to criticise advertisements, suggest improvements and answer all questions coming within the scope of this department, provided they are accompanied by the name and address of the writer.

ULYSSES G. MANNING,

DEPARTMENT EDITOR.

USE BOLD HEADINGS.

TO be read an ad. must first be seen. To insure its being seen nothing is better than a strong headline. A bold heading is always better than a cut or any other device for arresting attention. A cut may be scanned and no further attention be paid to the ad., but if a headline is strong and pertinent it not only catches the attention, but awakens

ON THE HEAD

IS WHERE OUR
RUM AND QUININE HAIR TONIC
HITS YOU.

It stimulates the growth and positively will remove dandruff.

THREE BOTTLES GUARANTEED.

50c. PER BOTTLE.

—AT—

WILLIAM B. BUNKER'S,
BUTTERFIELD HOUSE PHARMACY,
205 Genesee Street.

As it originally appeared.

any latent interest the reader may have in the subject, and leads him into the ad. A certain prominent advertising specialist owes most of his reputation

On Your Head

is where our Rum and Quinine Hair Tonic hits you. It stimulates the growth and positively will remove dandruff. Three bottles guaranteed. Price 50 cents.

WILLIAM B. BUNKER'S
Butterfield House Pharmacy,
205 Genesee St.

This is more apt to be seen.

and most of his success to his genius for securing effective display. His ads. are never lost, no matter what their surroundings may be, because he insists on having enough space for aggressive headings. By way of illustration I will reproduce a little ad. clipped from an Eastern paper. It is not a very good example or a very good ad., but will answer the purpose.

Save Your Hair.

Our Rum and Quinine Hair Tonic will stimulate the growth and will positively remove dandruff. Three bottles guaranteed. Price 50 cents.

WILLIAM B. BUNKER'S
Butterfield House Pharmacy,
205 Genesee St.

Would always be seen.

In so small an ad. as this one there is no reason whatever for displaying more than one line. That line should be prominent enough to catch the eye. The remainder of the ad. can be taken in at a glance; in fact, can be more easily read if not cut up into a number of displayed lines. The address in any ad. can be small; that is never overlooked if the ad. gets a reading.

The second setting would be justified in many instances even though more space is required. It is safe to say that this ad. would be seen in any location in any paper, and it would be read by anybody who was growing up through his hair.

It is worth a great deal to have your ads. seen; this method is simple and can be pursued anywhere.

As far as possible use short words in headings, and as few of them as will suffice.

The Prize Advertisement.

The American Druggist offers a prize of books to the value of \$2, each issue, for the best retail druggist's advertisement. The prize is this time awarded to Boerner's Pharmacy, Iowa City, Ia.

Criticism and Comment.

The ads. of the Boerner Pharmacy, which receive the prize for this issue, were, in their original form, counter or

The Reason

we can sell the highest grade of Rubber Goods at prices of the ordinary is:

We are perhaps the largest buyers in Iowa of Davidson goods.

We buy them at jobbing prices.

We save you the jobber's profit.

We save you the retailer's per cent. on the jobber's profit.

Incidentally let us observe that the name of Davidson has for nearly 40 years stood for everything good in rubber.

We guarantee every article of Davidson make, and our guarantee has always been good.

We solicit a share of your trade.

BOERNER'S PHARMACY,
Iowa City.

One of the prize advertisements.

HAIR . . .

BRUSHES

In addition to our usual large stock of Toilet Brushes we have a limited number of eleven-row, bristle, solid back Hair Brushes at 50 cents. These are by far the best value we ever had to offer. We cannot replace them. Ask to see them.

EMIL L. BOERNER, Pharmacist,
Iowa City.

One of the prize advertisements.

RUBBER

GOODS

We have a large stock of ordinary quality rubber goods which we offer at reduced prices to close them out. Water bottles and syringes especially cheap. Bulb syringes with hard rubber pipes for 35c. Two-quart fountain syringes complete with hard rubber pipes, 50c.

We expect hereafter to handle only Davidson goods, hence the offer.

BOERNER'S PHARMACY,
December, 1898. Iowa City.

One of the prize advertisements.

envelope slips about six inches long. This advertising is good, because it is simple, direct and business like. Just such argument is presented as would

Boerner's Compound Sarsaparilla

possesses greater intrinsic merit and greater medicinal value than any of the advertised Sarsaparillas. It will do anything and everything that any Sarsaparilla will do. It is made to satisfy our customers and not merely to get their money. We refund the price paid for it if you are not pleased with the purchase. Will any Eastern manufacturer do as much?

Full pint bottles, sufficient for six weeks' treatment, \$1.00; six for \$5.00. Prepared at

BOERNER'S PHARMACY,
Iowa City.

One of the prize advertisements.

A man came into our store and asked for a Davidson No. 1 Family Syringe, saying he had bought one eighteen years before but it was beginning to wear out.

Davidson's goods are sold at
BOERNER'S PHARMACY.

One of the prize advertisements.

be used in talking direct to customers. It is hard for many to learn that a plain, straightforward statement of business facts or news is always good advertising—usually the best advertising. If, instead of racking their brains to say something brilliant or smart, advertisers would go ahead and give the obvious reasons that exist for purchase of the goods, using their everyday language, there would be a great deal more effective advertising.

Growing a Store Paper.

Editor Department Advertising Ideas:

We inclose two or three copies of "Push," issued monthly and printed on our own press.

We get many good ideas from the AMERICAN DRUGGIST, your department being worth to us the subscription price. The next issue of "Push" shall contain four three column pages. We shall add some good interesting matter to it, such as local and personal items, humorous sketches, etc. If you see any way we can improve our little sheet please advise. HAYES DRUG CO.

Dyersburg, Tenn.

The sample of "Push" inclosed show it in evolution. From a single sheet circular it has gone through two four-page forms, increasing in size as it went, and is now to be further enlarged. This probably indicates an awakening perception on the part of its publishers of the possibilities of a little store paper of this sort.

"Push" is now a fairly good paper, but there is a chance for much improvement. It is not attractive in appearance. The paper and ink are very poor, and there is a jumble of inharmonious type. It will pay to use better printing material and, if the stock of type will permit, to set the whole paper in two or three faces. It will be far more readable if the tendency to overdisplay is corrected. The nearer it approaches

the appearance of a good newspaper the better it will be. The publishers should also cultivate their nose for business news, there is too much of a tendency to repeat subjects in these issues. If they will keep their eyes open for items they will never have room for the good matter that the daily business of the store will suggest. The coming and going of goods, the comment of customers, the little happenings or facts that turn up every day in the store will furnish an abundance of material. It will be real news, more interesting to readers perhaps than any irrelevant matter that could be introduced, and far better as business bring-ers. Put a first-class reporter in a drug store for a week and he would scare up enough good matter to fill a magazine. Some of this ability to discern what will appeal to readers and influence them can be cultivated by any advertiser who will make the effort.

Diverting Attention.

Walker & Walker, New Kensington, Pa., submit the following ad.:

The South African War

is about over, but the war against

BUGS AND WORMS

has just opened, and we have made all necessary preparations for a finish fight. There is nothing like having a good supply of ammunition, whether the war is being waged against a foreign enemy or against potato bugs, cabbage worms, etc. So we have laid in a big stock, and are ready to help you in this war of extermination. You will not need Krupp or lyddite shells, but you will need Insect Powder Guns, Paris Green, White Hellebore, Insect Powder, etc.; and we can supply you in any quantity.

There is no other advertising error so firmly rooted as the idea that totally irrelevant matter must be incorporated in an ad. in order to have it read. There is not the shadow of a reason for the use of this South African War headline; there is every reason for not using it; yet every advertiser at one stage of his development is apt to be given to this very thing. What good can such a heading do? It doesn't fool anybody. It is so obviously an ad. that it can't trick any one into reading it—and it would do no good if it did. The heading and war business throughout can only serve to weaken the ad. and to divert the attention of the reader from the real subject.

This ad. is expected to sell insecticides; it is intended to appeal to farmers.

The heading appeals to those who may be interested in the South African war, and the matter is so diluted that it is deprived of all force. The farmers want to kill those bugs and worms. They would read an ad. headed "Kill those bugs and worms" a great deal quicker than they would one with an irrelevant heading. And when they read they will certainly be more impressed by a concise, forcible talk on the main subject than to have their attention diverted to something else in every other line.

Good Prescription Talk.

Below is printed a well worded note concerning prescriptions. Such direct methods appeal to the majority of people and give no offense, even where they accomplish no good, provided they are not couched in too free and racy a style.

We Thank You

for choosing us to prepare this prescription. Your confidence in our ability and honesty, we assure you, is in no way misplaced. Ours is a prescription pharmacy, stocked with the finest grade of drugs and chemicals, thoroughly equipped with proper appliances for the most intricate work of the profession, and always in charge of an examined pharmacist. Our care and painstaking is appreciated, as evidenced by the growth of our prescription business. This growth is a legitimate one. We pay no commissions to doctors. Prescriptions come to us because we merit the public confidence. Our fees for this work are reasonable. Please call again.

Ferte's Pharmacy.

Mr. Ferte also sends a very attractive four-page folder bearing on the first page the words, "A personal invitation." The invitation is given on the third page and is printed herewith:

Have you

ever been invited to patronise any drug store? You would not attend a meeting, social or banquet without an invitation; then why would you place your patronage where it is not solicited?

This is our invitation to you. We want your custom; if not all, we would like a part. If we can get a part of it, we think you will be pleased to give us all. We have nothing but the best in our line, and prices for goods and service are no higher than you would pay for risky service. May we have the pleasure of a call from you?

Ferte's Pharmacy.

Men are judged by the clothes they wear and by the appearance they make. A store is judged by the condition of its show windows. People who pick up the newspapers may read your advertisement. People who pass your store must see your show windows.

Pure Food Bill Needs Scrutiny.

[Editorial in the N. Y. Evening Post.]

A speech made by Senator Mason, of Illinois, last May is now being industriously circulated under his frank. It was made in support of the bill to prevent the manufacture of adulterated foods, but on examination it appears to be chiefly an advertisement of American wines which are sold as champagnes. Senator Mason has become convinced, either by experiment or by reason, that the American article, when fermented in the bottle, is superior to that which is imported. Unfortunately, many Americans have a depraved propensity for the foreign product, which Senator Mason is determined to eradicate. In the name of truth and commercial honesty, he insists that American wine makers must be protected in selling their products as champagnes, provided they ferment them in the bottle, and that their competitors who carbonate their wines shall state the fact on their labels. We incline to the opinion that it is well that the Pure Food bill did not pass, and if it is brought forward again, it will evidently need very careful scrutiny.

Meeting of Industrial Chemists.

A DISTINGUISHED GATHERING AT THE ANNUAL CONVENTION OF THE SOCIETY OF CHEMICAL INDUSTRY.

Growth of the Society Under Presidency of Professor Chandler—Presentation of the Society's Medal for Distinguished Work in Applied Chemistry.

THE nineteenth annual meeting of the Society of Chemical Industry was held at the Royal Institution, London, on July 18, 19 and 20, and was of particular interest to pharmacists, owing to the fact that both the outgoing President and the President-elect are closely connected with pharmacy.

The Society of Chemical Industry was founded in 1881, and its first President was Sir Henry Roscoe. Its objects are the promotion of chemical research with especial reference to problems in technical chemistry and the promotion of international chemical trade.

In addition the Society encourages manufacturers to bring their technical difficulties to the notice of men of ability in chemical research work, and considers applications from manufacturers who desire to avail themselves of such assistance. For example, the Scottish Papermakers' Association has recently, under the guidance of the Society, offered prizes for solution of certain difficulties in the paper making industry, and similar announcements are made from time to time. The Society also publishes the "Journal of the Society of Chemical Industry," which is the best journal on technical chemistry published containing not only original papers contributed to the various sections, but abstracts from all technical periodicals and notes of all patents carefully classified under different headings. The journal is published monthly and sent to all members.

Growth of the New York Section.

The Society has been an immense success from its commencement, and now includes in its membership most of the manufacturing chemists of the United States and Great Britain. The Society is divided into sections, with meeting places in the large cities. The headquarters are in London. Each section is self governing, and the total membership now reaches 4,359. The New York Section was founded in 1896, and its growth has been so rapid that to-day it stands, numerically, the second on the list of sections, with a membership of nearly 750, being only passed by the London Section with a membership of 865. The late Alfred Hy. Mason was the first chairman of the New York Section, and his successors have been Prof. Charles F. Chandler, T. J. Parker and Clifford Richardson. Much of the success of the local Section has been due to the untiring efforts of its popular secretary, Dr. Hugo Schweitzer, who has held the office since its establishment. To him fell the task of combating the arguments of those who feared that the section might interfere with the interests of the American Chemical Society; and so successful has he been in this task that, as the President

stated in his address, the interest manifested in the Section has tended to consolidate the chemical profession, and has really been of great advantage to the chemical society.

First American Honored with the Presidency.

As our readers are aware, the Society at its meeting last year elected Prof. Charles F. Chandler President for the present year, and the meeting in Lon-

don last month was presided over by J. Wilson Swan, who is a registered pharmacist, and one of the founders of Mawson & Swan's pharmaceutical business in Newcastle-on-Tyne. Mr. Swan is also well-known as an electrician and photographer. Professor Chandler remains on the list of Vice-Presidents. The report of the council showed that the New York Section is making very rapid progress, its membership during the year having increased from 580 to 741. The treasurer's report showed an income of nearly \$30,000, and slightly larger expenditure, owing to the extra cost involved in preparing a collective index of the Society's journal.

The most important feature of the meeting was the address of the President. It is now generally admitted that under the able direction of Dr. Chandler the Society has never held so successful a meeting. The attendance was very large, and among those present to listen to Dr. Chandler were Professor Odlong, Professor Dewar, Sir Frederick Abel, Colonel Waterhouse, R.A., A. H.



PROF. CHARLES F. CHANDLER,
President of the Society of Chemical Industry.

don last month was presided over by him. Dr. Chandler is the first American who has held the chair, and he proved a worthy successor of such men as Sir Henry Roscoe, Sir Frederick Abel, W. H. Penkin, James Dewar, Sir Lowthian Bell and others famous in the world of applied chemistry.

Transactions at the Annual Meeting.

The annual meeting was called to order by Dr. Chandler in the famous lecture theater of the Royal Institution on July 18. Most of the three days' meeting is given up to pleasure, including visits to large manufacturing establishments.

After the reading of the minutes the new council and officers were elected.

Allen, D. Howard, Dr. F. B. Power, Dr. L. Mond, Dr. E. Schunck, T. J. Parker and many prominent chemical manufacturers.

DR. CHANDLER'S ADDRESS.

Dr. Chandler commenced by a brief allusion to the historic interest of the Royal Institution, and said that the New York Section fully appreciated the honor conferred by electing him President. He devoted most of his address to a discussion of chemistry in the United States, with almost the whole development of which he was personally familiar. When in 1853 Dr. Chandler started to get a chemical education, there were only three or four places available, while to-day schools of chem-

istry were so numerous that it was impossible to state their precise number. He referred especially to the splendid donations made to colleges, universities and technical schools during the last few years, which had been of inestimable value to the country in turning out highly educated and trained engineers and chemists. The establishment of the American Chemical Society, the first President of which, J. W. Draper, was an Englishman, was discussed, and also the rapid growth of the New York Section of the Society of Chemical Industry.

Dr. Chandler also referred to the establishment of the Chemists' Club in New York, which is intended to furnish information and literature to its members. The greater portion of the address was devoted to chemical research and chemical industry in the United States.

Original Chemical Research.

It was pointed out that while most of our chemists are fully occupied with



DR. HUGO SCHWEITZER,

Hon. Local Secretary, New York Section,
S. C. I.

routine work, nevertheless many of them found time for original research, and mention was made of the work of the chemical division of the U. S. Department of Agriculture, under the direction of H. W. Wiley. The most important work of this division has been the discovery of a method of making cane sugar from sorghum-juice and the study of the soils in different parts of the country. Osborne's work on proteids, Atwater's on alcohol and foods, Teller's, Mallet's and others were also touched upon. Chemical industries of the United States were dealt with at some length, and numerous tables of statistics were given to show the extremely rapid strides which the country is making in this branch. The manufacture of fertilizers, for example, had caused an enormous growth in the sulphuric acid industry, so much so that south of Maryland alone there are 75 fertilizer works making sulphuric acid.

The Separation of Aluminum at the Falls.

Dr. Chandler briefly alluded to the manufacture of liquefied gases, and de-

plored the premature formation of liquid air stock companies. Special attention was called to the progress made in electro-chemistry, in the course of which an interesting account of the electrolytic manufacture of aluminum at Niagara Falls was given. The process is based on the work of C. W. Hall, of Oberlin College, and consists in utilizing the solvent action upon alumina of the fused double fluorides of aluminum with other metals more electropositive than aluminum. Carbon anodes are used, and the carbon lining the electrolytic cell furnishes the kathode. The heat developed by the resistance to the current furnishes all the heat necessary to keep the fluorides in a fused condition. Aluminum is slowly deposited, and more aluminum is added from time to time, the process working day and night almost automatically, the yield being 10,000 pounds every twenty-four hours.

The petroleum, beet and starch sugar, incandescent gas lighting and gas manufacture were all briefly discussed, particular attention being paid to water-gas, which is so largely used here, and which is rapidly displacing coal-gas in the United Kingdom. Dr. Chandler cleverly pointed out the absurdity of the old objections to water-gas on account of it being more poisonous than coal-gas, and said that the difference in danger between the two amounted to the same thing as being drowned in 10 feet or in 30 feet of water.

The address was loudly applauded, and a vote of thanks passed to Dr. Chandler, the mover and seconder both stating that the experiment of crossing the water for their President had been more than successful.

Presentation of the Society's Medal.

To Dr. Chandler fell the honor of presenting the Society's medal, which is awarded every two years for distinguished work in applied chemistry. Dr. Edward Schunck, whose work on indigo has revolutionized that industry, was the recipient, and Dr. Chandler made the presentation in his usually charming manner.

Dr. Chandler was the recipient of a handsome album containing photographs of most of the past and present officials and notable members of the Society. The Society will meet in Glasgow next year, under the presidency of Mr. J. W. Swan.

EXCURSIONS.

Most of the time set apart for the meeting is devoted to excursions to various factories and laboratories, and an exceptional opportunity was offered, owing to the place of meeting being in London. Visits were made to the Dary-Faraday research laboratory, the Government laboratories, large printing establishments and stained-glass works. The metropolitan fire brigade also gave a drill in honor of the Society, and the guild hall school of music was visited. On July 19 a reception was given by the Lord Mayor of London at the Mansion House, and on July 20 a visit was made to Oxford, where the members visited the university buildings and other places of interest.

THE ANNUAL DINNER

was held on July 19 at the Hotel Cecil, Dr. Chandler presiding. Rarely has a more distinguished gathering assembled

to do honor to a man of science. On Dr. Chandler's right was the Right Hon. Jesse Collings, M.P.; Under Secretary of State for the Home Department and incidentally the Hon. Joseph Chamberlain's "fidus achates." On the left was Lord Alverstone, Master of the Rolls (formerly Sir Richard Webster). After these came Sir Frederick Abel, Professor Dewar, Sir Ernest Clarke, Sir W. Roberts-Austen, Sir Wm. Preece, Dr. Ludwig Mond, Professor Ayrton, Professor Odling, Dr. W. H. Perkin, Professors Armstrong and Millar Thompson, Sir Philip Magnus and other well-known men of science. Among the pharmacists present were the President of the Pharmaceutical Society, W. Martindale, N. H. Martin, Peter MacEwan, Dr. F. B. Power, E. W. Holmes and T. Tyrer. Joseph Choate, Ambassador to the Court of St. James, expected to be present, but was called away at the last minute. After the dinner Professor Chandler proposed



T. J. PARKER,

Chairman, New York Section, S. C. I.

the toast of "The Queen," and Hon. Jesse Collings that of the President of the United States, in the course of which he paid a high tribute to the energy displayed by American manufacturers, and said that the Society of Chemical Industry was trying hard to get English manufacturers to follow in their footsteps. Professor Chandler replied to this toast, and told his hearers something of the political conditions at present existing. Incidentally we learn that the Professor is a "regular" Republican. A telegram was sent to President McKinley as reported in our last issue. It was worded thus:

"The Society of Chemical Industry, assembled at its annual banquet, presided over by Professor Chandler, of Columbia University, sends its respectful greetings to the President of the United States, not unmindful of the fact that of its 3,500 members, 800 are Americans." Speeches were also made by Sir F. Abel, Lord Alverstone, Mr. J. Fletcher Moulton, Q.C.M.A., Mr. J. W. Swan, F.R.S. and Dr. L. Mond.

ILLINOIS ASSOCIATION.

Work of the Closing Session.

N. A. R. D. STRONGLY SUPPORTED
IN RESOLUTIONS.

Most Successful Meeting Yet Held.

Chicago, Aug. 7.—Lively action characterized the closing session of the Illinois Pharmaceutical Association July 18. The druggists showed themselves to be skilled in parliamentary tactics, and the use they made of their ability caused Chairman F. E. Holliday to remark after the convention that the meeting had more snap than any he had attended in years. No secret was made of the fact that the discontented faction meant to make trouble if possible. Sixty new members were added to the association, and crowds came on tally-ho's largely as a result of the following letter:

Chicago, July 14, 1900.

DEAR SIR.—You are reminded that the Illinois Pharmaceutical Association meets Tuesday and Wednesday, July 17 and 18, at the Chicago Beach Hotel, Fifty-first street and Lake Michigan.

It is of vital importance for you to be present.

The Board of Pharmacy will endeavor to retain control of the association. You can prevent it.

Every registered pharmacist is a member of the association and becomes active on the payment of the annual fee of \$1.

The association should control the board of Pharmacy as it used to do, when the board

The Vote for Officers.

The names of Walter H. Gale, of Chicago, for president, Geo. C. Bartels, of Camp Point, for treasurer, and R. N. Dadds, of Springfield, for secretary, were put up on the one ticket, and W. K. Forsyth for president, C. S. Hallberg for secretary and G. C. Bartels for treasurer were put up on the other. The vote for officers was announced as



WALTER H. GALE,

President, Illinois Pharmaceutical Association, Chicago, Ill.

a tie, 83 to 83, but one member arose and explained that he had voted for Mr. Dale in error, meaning Mr. Gale. That one vote carried the day.

Nominated for the State Board.

The secretary read the vote for the association's nominees for vacancies on the State Board of Pharmacy. The following were chosen: N. Gray Bartlett, Chicago; A. A. Culver, Danville; T. H. Patterson, Chicago. The majority of reports were of minor importance. At the instance of Albert E. Ebert, however, the association went on record by requesting the Government, in a resolution, to give druggists in the navy better pay and higher rank.

Support for the N. A. R. D.

Messrs. Wooten and Holliday, of the N. A. R. D., were warmly received, and the following resolutions were passed:

Whereas, The excellent work done and the satisfactory results accomplished by the N. A. R. D. during the past year inspire confidence in the ultimate success of the plans for improving the financial condition of the drug trade; and

Whereas, The said National Association of Retail Druggists and its executive officers are entitled to the confidence and encouragement of every organization in the United States which is trying to improve the commercial status of retail druggists; therefore, by the Illinois Pharmaceutical Association, be it

Resolved, That the loyalty of this organization to the N. A. R. D. is hereby reaffirmed.

Resolved, That the president of this association be, and he is hereby, directed to appoint three druggists in each county of the State to bring the druggists of the several counties into affiliation with the N. A. R. D., either through local organizations which may already exist, or through organizations which may be formed for that purpose.

Resolved, That the treasurer of this association be, and is hereby, directed to pay to

the treasurer of the National Association of Retail Druggists 50 cents for each active member not already affiliated with the N. A. R. D., through some local society, the same being the dues of this organization for the fiscal year ending December 31, 1900.

Resolved, That the president shall appoint delegates to the N. A. R. D. convention, to be held at Detroit September 12, 1900, in the ratio of one delegate to each one hundred or fraction of a hundred members.

Resolved, That the members of this association be urged to advance by every means in their power the interests of the National Association.

In closing the members thanked those who had arranged for their entertainment in the following

Resolutions of Thanks.

Whereas, The 1900 meeting of the Illinois Pharmaceutical Association is, in our estimation, the most successful in the history of the organization, notwithstanding the many successful meetings that have graced her annals; and

Whereas, The credit of this success is due to the Committee of Arrangements, consisting of John S. Hottinger, John I. Straw, Charles E. Matthews, W. H. Schmiedeskamp, Andrew Scherer, George R. Baker, W. W. Sawyer and Walter H. Gale; therefore, by the participants in the delightful boat excursion arranged by the committee, and on behalf of those who have enjoyed the business sessions and the other social session of the meeting, be it

Resolved, That expression of our sincere appreciation of the committee's successful efforts is hereby extended together with the assurance that their names will ever be associated with the I. Ph. A. meeting of 1900 in the minds of those who have shared its pleasures.

Resolved, That the co-operation of the manufacturing and jobbing firms, who by their generous contributions have aided the com-



R. M. DODDS,

Secretary, Illinois Pharmaceutical Association, Springfield, Ill.

will be directed to interpret and administer the law in the interest of the retail druggist and the public, instead of prosecuting registered pharmacists for the benefit of political lawyers and suburban justice shops. A few down-town druggists alone are supporting the board. Will you stand it? If not, you must attend this meeting; it is your only chance, and you may never have another.

The meeting place is purposely out of the way—within a few blocks of Fifty-third street and Lake avenue. It is essential that you be present Wednesday from 10 a.m. to 4 p.m. You will not be alone. The board relies on your absence owing to the distant location and that you may not be able to get away. Come, even if you have to close your store for a few hours; it will pay you. Take the Illinois Central express train at Van Buren station Wednesday, July 18, at 10 a.m.

Fraternally,

C. S. HALLBERG.



JOHN I. STRAW,

Member of the Executive Committee of the Illinois Pharmaceutical Association.

mittee in the discharge of their duties, is gratefully acknowledged.

Resolved, That the especial thanks of those who attended the meeting are hereby extended to Walter H. Gale, the local secretary, whose unselfish and tireless efforts to contribute to their comfort and happiness are gratefully recognized.

The next day was spent on the lake, cruising about on the steamer Iowa, of the Goodrich Line. Songs, music and impromptu speeches were warmly applauded by the druggists. Ex-President Schmidt, who had occupied the chair at the meetings, proved that he had no bitter feeling by shaking hands with Professor Hallberg. One of the most

active of the entertainers on shipboard was Tarry Antrim, of the Randolph Box & Label Co. It was the intention to come in at South Chicago, but this plan was given up.

A. J. WHITE, LTD., REORGANIZED.

Lieut-Governor Woodruff at the Helm.

English directors in the corporation of A. J. White, Limited, of London, have sold out their holdings, and the management is now in the hands of Americans. The retiring directors are Alfred Cooke, Milton Bartholomew, Charles Birchall, and Benjamin B. Nixon. The present Board of Directors includes Lieutenant-Governor Timothy L. Woodruff, of New York, chairman; Allen S. Apgar, Lyman Brown, J. Taylor Marsh, Henry Wellington Wack, Phineas C. Lounsbury, and Lucius H. Biglow.

The "National Advertiser" describes the personnel of the new Board of Directors. Mr. Woodruff, it says, is a man of varied activities. Within a few years he has been known as a political leader with a large and well-organized following in the Republican party. He is in high favor with the noble army of bicycle-riders of all creeds and factions, because, when he was park Commissioner in Brooklyn, he caused the building of the Coney Island cycle path. Mr. Woodruff is president of the Maltine Manufacturing Company, and has large interests in other business enterprises. He is a university graduate.

Lyman Brown is the proprietor of the Seven Barks remedies. He was for many years associated in business with the late Andrew Judson White. Mr. Apgar is a well-known New York banker.

Henry Wellington Wack, a young lawyer, was made managing director a year ago, when serious irregularities in the conduct of the company's affairs were discovered. He worked hard to straighten the tangled threads of the business, and he has been highly successful, despite a legion of discouragements and obstacles.

The company's secretary, C. A. Macpherson, is one of the best-known Americans in the business world of London. He used to be connected with the English branch of H. H. Warner & Co., when the famous Safe Cure was in its glory.

The present White company was organized three years ago, to continue the medicine business founded by Mr. White. The principal article made is Mother Selgel's Curative Syrup, for indigestion and kindred ailments. In this country the medicine is known as Shaker Extract of Roots. From time to time a limited amount of advertising is done in the United States. Abroad, fortunes have been spent in newspaper space, and millions of illustrated books are distributed in Great Britain and France. There are branch offices in Lille, New York, Montreal, Melbourne, and Cape Town.

Despite the difficulties in which A. J. White, Limited, was involved a year ago, the directors report a net profit of £44,833 16s. for the year that ended March 31. Dividends of 6 per cent. were paid on 500,000 preference shares

of £1 each, and a balance of £14,833 remained.

FRENCH RED TAPE.

Discouraging Experiences of the Coke Dandruff Co.

TOLD TO QUIT BUSINESS AND RETURN HOME.

The Authority Vested in French Pharmacy Inspectors.

Chicago, Aug. 7.—"France is no place for an American who wishes to manufacture proprietaries abroad," is the assertion made by A. R. Brewer, proprietor of the Coke Dandruff Cure. "I have tried to get a start there," he went on, "and had to give it up. From first to last I encountered bribery, corruption, red tape, dishonest officials, and finally was swindled out of \$1,000."

Some Efforts to Comply with French Law.

A. C. Jones, who represented Mr. Brewer at the Paris Exposition, has returned and tells some curious stories of his efforts to manufacture the Coke scalp remedies in the French capital. Mr. Jones went abroad early in the year and immediately began to go through the preliminaries so as to act in accordance with French law. He found it would be necessary to get a license, and was directed to the chief of police. The chief gave him no satisfaction and put him off day after day until a month had been frittered away. Mr. Jones said that he saw then that different tactics would have to be used, and the payment of some money secured him the information that he must call on the Minister of Commerce for the license. The minister wasted more of his time and sent him back to the chief. After more delays and "investments" he was directed to the Board of Pharmacy and interviewed the secretary. He had become so accustomed to delays that the direct information he received was considerable of a surprise. "You had better quit and go home," the secretary is quoted as saying, "for you can't do business here. I am sick of this job and intend to give it up. If you want to manufacture goods here you will have to give up your formula, employ a registered pharmacist, who must make all the goods, report every item of your business each month, and permit an inspector to go through the factory at your own expense whenever he sees fit." That doesn't sound so bad, but in practice you will find that as soon as the registered pharmacist understands your methods thoroughly he will start to manufacture on his own account, probably in America. By means of the reports your competitors will know where you sell every bottle of your goods. The inspector who is employed at your expense can be relied on to come almost every day and to make a long stay. Besides that, unless you keep bribing officials you will be driven out of business.

While Mr. Jones was being sent from one official to another the home office received a cabled request for money, and \$500 was wired to Munroe & Co. for him. Another request came soon after and another \$500 was forwarded.

Both amounts were secured by Leo Ginsburger, who, when arrested, shot himself, dying instantly. Of \$1,800 cabled to Mr. Jones he got only \$800. "There certainly is no encouragement for an American who wants to make proprietaries in France," concluded Mr. Brewer after he had told all the foregoing facts.

PROGRESS OF THE N. A. R. D.

Outlook Bright and Hopeful.

SUPPORT FOR FRIENDS OF THE ASSOCIATION.

Chicago, July 30.—Encouraging reports continue to be received regarding the progress of the N. A. R. D. The various State and local associations are rallying loyally to the support of the National organization, and a splendid spirit of unity and harmony prevails generally throughout the country giving promise of strong concerted force when the time for action arrives. As fresh examples of the continued loyalty of the various States it may be noted that among other associations the Illinois Pharmaceutical Association at its twenty-first annual meeting, the most successful in its history, enthusiastically reindorsed the National Association and praised the National Executive Committee for what it had accomplished. The dues of the membership were ordered paid, and a donation of thirty-six members of the organization, amounting to \$216 was placed in the hands of the committee to be sent to the National Treasurer. A resolution was adopted directing the President to appoint a committee in each county of the State to bring its druggists into affiliation with the N. A. R. D. The Maine Pharmaceutical Association, at its recent meeting, adopted the following resolutions:

Whereas, The work done and the results accomplished by the National Association of Retail Druggists during the past year have been such as to inspire confidence in the success of its plans for improving the financial condition of the drug trade; and

Whereas, The said National Association and its executive officers are entitled to the confidence and encouragement of every organization in the United States which seeks the betterment of the commercial status of the retail druggists; therefore by the Maine Pharmaceutical Association, be it

Resolved, That the loyalty of this association to the National Association is hereby reaffirmed.

Resolved, That the treasurer of this association is directed to pay to the treasurer of the N. A. R. D. fifty cents for each active member of the Maine Pharmaceutical Association for the fiscal year ending December 31, 1900.

Resolved, That the president appoint one delegate to the N. A. R. D. convention, to be held at Detroit, Mich., September 12 to 14, 1900. Expenses to be paid by the Maine Pharmaceutical Association.

Signed
F. H. Wilson,
S. R. Crabtree,
J. F. Young,

Committee.

Attention has been recently directed in a forceful manner to the urgent necessity of members of the National Association giving their patronage to those manufacturers and jobbers who favor its plans, and who co-operate with its executive officers. The combined power of the retail trade is irresistible, and this power must be exerted to advance the work of the national organization, if it is to accomplish the purpose of its creation.

LIGHT ON THE LIQUOR TAX LAW.

Information for the Guidance of Pharmacists.

The following extracts from the liquor tax law of New York State having special application to the regulation of the sale of intoxicants by pharmacists, are printed in response to requests for information of this character.

The sale of liquors in pharmacies receives consideration in different sections of the law. The section which relates specifically to the prescription license is Section XI, subdivision 3 of which reads as follows:

Pharmacists' Liquor Tax.

Sec. 11. Subdivision 3. Upon the business of trafficking in liquors by a duly licensed pharmacist, which liquors can only be sold upon the written prescription of a regularly licensed physician, signed by such physician, which prescription shall state the date of the prescription, the name of the person for whom prescribed, and shall be preserved by the vander, pasted in a book kept for that purpose, and be but once filed, and which liquors shall not be drunk on the premises where sold, or in any outbuilding, yard, booth or garden appertaining thereto or connected therewith, there is assessed an excise tax to be paid by such duly licensed pharmacist or the corporation, association or copartnership of which he is a member, engaged in such traffic, and for each such place where such traffic is carried on by such pharmacist, or by such corporation, association or copartnership of which he is a member, the sum of five dollars. The holder of a liquor tax certificate under this subdivision may sell alcohol, to be used for medicinal, mechanical or chemical purposes, without a prescription, except during prohibited hours.

Definitions.

Sec. 2. The term "liquors," as used in this act, includes and means all distilled or rectified spirits, wine, fermented and malt liquors.

"Trafficking in liquors" within the meaning of this act, is a sale of less than five wine gallons of liquor, etc.

Local Option Clause.

Sec. 18. Local option, to determine whether liquors shall be sold under the provisions of this act. In order to ascertain the will of the qualified electors of each town, it shall be the duty of each officer of a town charged by the election law, or by any special act relating to elections in any town, with the duty of preparing official ballots, to have prepared at the time fixed by law for preparing the ballots for the annual town meeting occurring next after March twenty-third, eighteen hundred and ninety-six, the ballots required by the election law for voting upon any constitutional amendment, proposition or question, in the form and of the number required by the election law. Upon the face of the ballot to be voted at such town meeting, by all persons who may legally vote thereat, shall be printed the following questions submitted:

Subdivision 3. Selling liquor as a pharmacist on a physician's prescription. Shall any corporation, association, copartnership or person be authorized to traffic in liquor under the provisions of subdivision three of section eleven of the liquor tax law in (here insert the name of the town)?

If the majority of the votes cast on the question submitted shall be in the negative, the holder of a liquor tax certificate under subdivision two of section eleven [the selling of whiskey, etc., by the bottle, store-keeper's license], who is a pharmacist, shall not sell as a pharmacist.

Statements Upon Application.

Sec. 17. Statements to be made upon application for liquor tax certificates. Every corporation, association, copartnership or person liable for a tax under subdivisions one, two, three or six of section eleven of this act shall, on or before the first day of May of each year, or if now holding a license legally granted by any board of excise, then on or before the termination of such license, prepare and make upon the blank which shall be furnished by the county

treasurer of the county and in counties containing a city of the first class by the special deputy commissioner for such county, upon application therefore, a statement which shall be given to such county treasurer or special deputy, signed and sworn to by such applicant or applicants, or by the person making such application in behalf of a corporation or association, stating:

1. The name of each applicant and if there be more than one and they be partners, also their partnership name, and the age and residence of the several persons so applying, and the fact as to his citizenship.

2. The name and residence of every person interested or to become interested in the traffic in liquors for which the statement is made, unless such applicant be a corporation or association, in which case the person making the application in behalf of the corporation or association shall set forth, instead, the name of the corporation or association, the State under the laws of which it is organized, and the nature of his authority to act for such corporation or association.

3. The premises where such business is to be carried on, stating the street and number, if the premises have a street and number, and otherwise such apt description as will reasonably indicate the locality thereof, and also the specific location on the premises of the bar or place at which liquors are to be sold.

4. Under which subdivision of section eleven of this act the traffic in liquors is to be carried on, and what, if any, other business is to be carried on in connection therewith, or on the same premises, by the applicant or any other person; and also what, if any, other business is to be carried on by the applicant or by another in any room adjoining, which is not entirely separated from the room in which the traffic in liquors is to be carried on, by solid partition at least three inches thick extending from floor to ceiling, without any opening therein.

5. And a statement that such applicant has not been convicted of a felony; has not had a license revoked under the laws in force immediately prior to March twenty-third, eighteen hundred and ninety-six, by reason of a violation of such laws; has not been convicted of a violation of this law within five years prior to the date of such application; does not, as owner or agent, carry on, or permit to be carried on, nor is interested in any traffic, business or occupation, the carrying on of which is a violation of law, and may lawfully carry on such traffic in liquors upon such premises, under such subdivision, and is not within any of the prohibitions of this act.

Consents to be Obtained.

6. There shall also be filed simultaneously with said statement a consent in writing that such traffic in liquors be so carried on in such premises, executed by the owner of the premises, or by his duly authorized agent, and acknowledged as are deeds entitled to be recorded; except in cases where such traffic in liquors was actually lawfully carried on in said premises so described in said statement on the twenty-third day of March, eighteen hundred and ninety-six, in which case such consent shall not be required.

7. If such traffic is to be carried on in any building or place owned by the public, or in any building or place situated on land owned by the public such applicant or applicants shall at the same time file with such county treasurer, or special deputy, the written consent of the authorities having the custody and control of such building, and of the land on which it is situated for the traffic in liquors therein.

Consent of Property Owners.

8. When the nearest entrance to the premises described in said statement as those in which traffic in liquor is to be carried on is within two hundred feet, measured in a straight line, of the nearest entrance to a building or buildings occupied exclusively for a dwelling, there shall also be so filed simultaneously with said statement a consent in writing that such traffic in liquors be so carried on in said premises during a term therein stated, executed by the owner or owners, or by the duly authorized agent or agents of such owner or owners of at least two-thirds of the total number of such buildings within two hundred feet so occupied as dwellings, and acknowledged as are deeds entitled to be recorded, except that such consent shall not be required in cases where such traffic in liquor was actually lawfully carried on in said premises so described in said statement on the twenty-third day of March, eighteen hundred and ninety-six, nor shall such consent be required for any place described in said statement which was occupied as a hotel on said last-mentioned date,

notwithstanding such traffic in liquors was not then carried on thereat. Whenever the consent required by this section shall have been obtained and filed as herein provided, unless the same be given for a limited term, no further or other consent for trafficking in liquor on such premises shall be required so long as such premises shall be continuously occupied for such traffic.

9. If the traffic in liquors is to be carried on in connection with the business of keeping a hotel, the applicant shall also show by his application that all the requirements of section thirty-one hereof, defining hotels, have been complied with.

Qualification as a Pharmacist.

1. When such applicant shall be a duly licensed pharmacist desiring to traffic in liquors as such, under subdivision three of section eleven of this act, he shall file with such county treasurer, or special deputy commissioner, in addition to the other statements required by this act, a verified statement also showing that said applicant is a licensed pharmacist in good standing, actually carrying on and doing business as a pharmacist on his own account at the place or store where he desires to so traffic in liquor, that the principal business which will be transacted by said applicant in said place or store, during the period to be covered by the certificate applied for, is the dispensing and retailing of drugs and medicines, that said applicant has not, during the year last past, allowed any liquor sold on said place or store to be drunk therein, or otherwise violated any of the provisions of this act. Every corporation, association, copartnership or person liable for a tax under subdivision four of section eleven of this act shall, on or before the first day of May of each year, or if now holding a license from the comptroller of the State, then on or before the termination of such license, prepare and make upon a blank, which shall be furnished by the State Commissioner of Excise, such statements in regard to carrying on such traffic as the commissioner may require, including the statements required under clause one, two and five of this section.

Bonds to be Given.

Sec. 18. Each corporation, association, copartnership or person taxed under this act, shall, at the time of making the application provided for in section seventeen of this act, file in the office of the county treasurer of the county in which such traffic is to be carried on, or if in a county containing a city of the first class with the special deputy commissioner for such county, or if the application be under subdivision four of section eleven of this act, with the State Commissioner of Excise, a bond to the people of the State of New York, in the penal sum of twice the amount of the tax for one year upon the kind of traffic in liquor to be carried on by such applicant, where carried on, but in no case for less than five hundred dollars.

Restrictions.

Sec. 22. Restrictions on the traffic in liquors in connection with other business. No corporation, association, copartnership or person engaged in carrying on the business of selling dry goods or groceries, or provisions, or drugs as a pharmacist, shall be assessed under subdivision one of section eleven of this act [saloon license], or receive a liquor tax certificate under such subdivision, unless it be to carry on the traffic in liquors under such subdivision one at some other building entirely distinct and separate from, and not communicating with the place where, and in which, such business of selling dry goods, groceries, provisions or drugs as a pharmacist is carried on, or if in the same building, then only in a room which is separated by partitions at least three inches thick, extending from floor to ceiling, with no opening or means of entrance or communication between the room where the traffic in liquors is carried on and the store or rooms in which the selling of dry goods, groceries, provisions or drugs as a pharmacist is carried on, so that it is necessary to go into a public street before the one place can be entered upon leaving the other.

Revocation of Pharmacist's License.

Sec. XXXIV. Sec. 2. Any corporation, association, copartnership or person, who shall make any false statement in the application required to be presented to the county treasurer or other officer to obtain a liquor tax certificate, or to obtain a transfer thereof, or who shall violate the provisions of this act by trafficking in liquors contrary to the provisions of section eleven, twenty-two, twenty-three, twenty-four, thirty or thirty-one,

shall be guilty of a misdemeanor, and upon conviction therefor shall be punished by a fine of not more than five hundred dollars or by imprisonment in a county jail or penitentiary for a term of not more than one year, or by both such fine and imprisonment, and shall forfeit the liquor tax certificate, and be deprived of all rights and privileges thereunder, and of any right to a rebate of any portion of the tax paid thereon, and such certificate shall be surrendered to the officer who issued it, or to his successor in office, who shall immediately forward the same to the State Commissioner of Excise for cancellation, and if the corporation, association, copartnership or person convicted be a pharmacist holding a license issued by the Board of Pharmacy, the said Board of Pharmacy shall, in addition to said penalties, immediately revoke said license, and no liquor tax certificate shall be issued to any corporation, association, copartnership or person to traffic in liquors at said store or place, under subdivision three of section eleven of this act for the term of one year from the date of said conviction; but this clause does not apply to violations of section thirty-one of this act, the punishment for which is provided in the first clause of this section.

Morrison vice Reed, Deceased.

Prof. Joseph E. Morrison, Ph.C., editor of the "Canadian Pharmaceutical Journal," has been appointed



professor of pharmacy and materia medica in the Montreal College of Pharmacy to succeed the late Thomas D. Reed. Professor Morrison has had charge of the chair of botany in the college for the past five years or more, giving his lectures in French. The course in pharmacy and materia medica will be given in English. Professor Morrison holds a somewhat unique position among pharmacy teachers, lecturing in two languages on two different subjects. There is only one country in the world where this could happen, and that is Canada. Professor Morrison is very widely and favorably known in the United States, he being an ex-president of the American Pharmaceutical Association.

Indiana Board of Pharmacy.

The regular meeting of the Indiana Board of Pharmacy for the examination of candidates was held in the rooms of the International Business College at Fort Wayne, Ind., on the 12th of July.

The following candidates were successful in registering as pharmacists by examination: Jacob B. Clem, Fort Wayne, Ind.; C. H. Young, Goshen, Ind.; L. E. Frazier, Mishawaka, Ind.; Claude O. Gillett, Valparaiso, Ind. The following were registered as assistant pharmacists: David Kaplansky, Michigan City, Ind.; W. A. Pearson, Van Wert, Ohio; Charles H. Nies, Fort Wayne, Ind., and Ed. Rainer, Valparaiso.

The next regular meeting of the board for the examination of candidates will occur at New Albany, Ind., on the 11th of October. Full information concerning the examination may be obtained from the secretary, C. E. Creclius, New Albany.

Greater New York.

News of the trade in and About the Five Boroughs—Notes of Personal Interest—Changes and New Stores—Trade Gossip.

O. P. Holm will shortly open a new pharmacy at No. 256 Franklin street, Brooklyn.

A new drug store has been opened at No. 480 Broadway, Brooklyn, by Louis Schapira.

Edward Mallinckrodt, president of the Mallinckrodt Chemical Works, St. Louis, was a recent visitor to New York.

A new drug store will be opened this month at Bushwick avenue and Furman street, Brooklyn, by the Wilson Drug Company.

Alexander Markel, a Sydney, New South Wales, pharmacist, spent a few days in New York last week. He contemplates an extended trip West.

After spending several days in the metropolis buying and making new connections, Fred. Heasig, of the new Heasig-Ellis Drug Co., Memphis, Tenn., has gone South again.

Julius A. Roelly, N. Y. C. P. '96, hospital steward of the Eighth Regiment, N. G. N. Y., has been promoted to a lieutenantcy in the regiment. He remains a line officer attached to Company C.

J. B. Dakin, the genial cashier of Seabury & Johnson's office, following his usual custom, is spending his vacation awheel, rolling up many miles in his two weeks of vacation from his customary duties.

These are vacation days. Wm. West, of Hegeman's laboratory, has chosen Pine Bush, N. J., for his outing, while Richard Thompson, who has charge of the wine cellar of the establishment, is at Pittston, Pa.

The wife and mother of John Whitehill, the popular chemist at Hegeman's, sailed for Europe the latter part of July. They were accompanied by John Whitehill, Jr., and the party will spend a three months' vacation in Scotland.

The apothecary of the Mt. Sinai Hospital, this city, is allowed four weeks' vacation leave with pay, and Joseph Skudin, who has held the position in the institution named for the past twelve years, will spend his vacation at Far Rockaway with his family.

Henry A. Albers, class of '99, N. Y. C. P., who was formerly prescription clerk with Reeder Bros., 460 Fourth avenue, has accepted a similar position with Wm. H. Tyler, 674 Second avenue. Mr. Albers is a clever and careful dispenser, and is popular with the trade.

W. J. Caughey, who looks after the freights and routes all the goods shipped by Seabury & Johnson, is putting in his two weeks' vacation at the Locust Shade House, East Durham, N. Y. At least, this is where he sleeps. We imagine all points in the Catskills will be visited.

Prof. John Uri Lloyd, of Cincinnati, was in New York last week, giving his attention to some final details of publication of his novel, "Stringtown on the Pike," which has been running serially in the "Bookman" during the year. The advance orders for the book, which will be published by Dodd, Mead & Co., have been far in excess of anticipations, and the first edition of 10,000 copies has already been sold.

Druggists are unusually well favored in the matter of curiously worded orders. One received a short time since at Reeder Bros.' pharmacy, 460 Fourth avenue, read as follows:

"June 21 1900.
"Asbeary Park N J This is To the Drusestore keeper on 4 ave & 31 st Sir I Bought One of those Large Plasters at Your Store last Season an I wood Like for You send me one By mail or Express an oblige
"Patience Smith.
"Please anser right of."

Clarence O. Bigelow, the genial president of the New York City Board of Pharmacy, has just achieved that special kind of fame which is marked by the misspelling of one's name in the newspapers. In its review of

the month "La Pharmacie Laborieuse," of Paris, gravely states, with regard to the early closing movement, that "C'est M. Clarence Rigelon, président du "Board of Pharmacy" et propriétaire d'un des plus immenses "drug-stores" de New-York, qui prend la tête du mouvement. La fermeture serait fixée à dix heures du soir, de mai à octobre, et à neuf heures en toute autre saison."

The drug store of Frank G. Froelich, 167th street and Third avenue, was robbed a few Saturdays ago. An electric arc light burned all night in the street just outside the store, and within two patent gas burners are kept burning constantly. In spite of this the burglars were not seen by the police, and finished their work at leisure. They entered the store through the transom; \$26.88 was taken from the cash drawer of the branch of the Western Union telegraph office located in the store, the cigar case was robbed of all the expensive cigars, the cologne shelves and tooth brush case were cleaned out, also the case where expensive soaps were kept.

Among recently incorporated concerns of interest to the drug trade are those of the Lacto-Morrow Company of New York City, to manufacture patent medicines; capital, \$10,000; directors—Manuel C. Vilar, Marcel Polanco Vilar and C. O. Van Ness, New York City. The Century Perfume Company, of New York City; capital, \$150,000; directors—P. J. Heyward, Brooklyn; S. S. Beard and J. S. Morrison, New York City. The Vegetable Drug Company, of Syracuse; capital, \$10,000; directors—Charles A. Johnstone, William J. Pelo and Ephraim J. Page, Syracuse. The William J. H. B. Star Packet Remedies Manufacturing Company, of New York City; capital, \$5,000; directors—William J. H. Boetcker, Benno Van Loenen and David Steller, Brooklyn.

The Association of Military and Naval Apothecaries of the State Forces, which is the unabbreviated title of the Hospital Stewards' Association, had an outing to Coney Island recently, and a brief business meeting was held on the boat on the way to the island. The day was spent in a round of sight seeing, and in the evening a very enjoyable supper was partaken of by the entire party. The officers of the association are highly gratified over the success of the affair and are already planning another outing in the near future, either to Rockaway or Long Branch. The officers of the association are: President, Thomas W. Linton; treasurer, C. O. Douden; secretary, W. A. Mahnen; corresponding secretary, Julius Tannenbaum; Executive Committee, W. G. Tuttle, chairman; E. P. Ferguson, Julius Tannenbaum, W. A. Tichenor, Wm. Wells.

Adam M. Jones, whose pharmacy at the corner of Sands and Bridge streets, Brooklyn, is the only "open all night" establishment within easy distance of the Bridge on the Brooklyn side, has opened a new store at 141st street and Seventh avenue, Manhattan Borough. A novel feature of the new place is a glass soda water fountain, the first ever seen in New York City. It is from the manufactory of C. H. Bangs, of Boston, and is a beautiful specimen of art, revealing the possibilities of decorative embellishment in its most artistic form. The fountain is 14 feet in length, 18 feet high and 3 feet deep, while big plate glass at the front and ends expose the ice and syrups. Of the latter it is capable of holding 56 gallons. As may be imagined, the new glass fountain is a source of much delight to the patrons of the new store, while it has also added materially to the success and popularity of the place, occasioning much talk and not a little curiosity to see it.

GREATER NEW YORK PHARMACEUTICAL SOCIETY.

The Greater New York Pharmaceutical Society is sending out to members and others a neatly printed pamphlet setting forth the aims and purposes of the society. Referring to one feature of association work which

the society intends to make its own, the pamphlet states.

"Can you help admitting the woful lack of educational intercourse among the members of the pharmaceutical profession? Among the several societies, do you know of one which does for the pharmacist what, for example, the medical society does for the physician? There are societies for entertainments and balls or for trade interests, but until now there has not been one general society in which interesting papers are read or in which the pharmaceutical questions of the day are read and discussed freely and fearlessly.

"Would you not like to join a society, one object of which is to hold meetings at which are read papers of pharmaceutical and general interest, and to publish such papers in the various journals or in special publications?"

The address of the secretary of the Greater New York Pharmaceutical Society is L. E. Block, 86 East 112th Street, New York City.

HEGEMAN OUTING A BIG SUCCESS.

It is safe to predict that annual summer-nights' festivals will be a steady diet for the employees of Hegeman's at 196 Broadway hereafter. The first one took place at Feltman's Ocean Pavilion, Coney Island, on the evening of Wednesday, August 1, and was a jolly affair from start to finish.

One of the best things about the jollification was that it was a merry event in every sense of the word. Fully 200 employees, their guests and their families, were present, and nothing occurred to mar the pleasure of the evening in any way.

To say just what they all did is a stupendous task, but it may be mentioned that dancing was indulged in until the small hours, and that everything on the island, from rattle-dances to merry-go-rounds and "shoot the chutes," were free to all. Former lady cashiers with their husbands were in evidence, and so were many other former employees, while representatives from Crittenton & Co., McKesson & Robbins, Parke, Davis & Co., Schieffelin & Co. and Lehn & Fink dropped in during the evening to show their friendly feelings. Mr. Clark and E. Wheeler Carr, of the Coke Dandruff Cure, showed they had not forgotten old times by distributing fans and making frequent trips to the liquid refreshments with lots of the boys in tow.

Mr. Isham Wilson, one of the employees, showed the possession of a strong tenor voice and acted as the soloist of the evening, and altogether the little family gathering was an immense success, with not an absentee from the office the next morning—a record to be proud of.

Change of Date.

Wilfred F. Root, secretary of the Vermont Pharmaceutical Association, asks us to announce a change in the date of meeting from September 26 and 27 to one week earlier, the 19th and 20th of September.

A Sad Bereavement.

Professor C. B. Lowe, of the Philadelphia College of Pharmacy, has suffered an especially severe bereavement in the loss by drowning of his two daughters, Miss Virginia and Miss Elsie, who were caught in the undertow while bathing at Atlantic City, N. J., and carried beyond their depth, perishing before help could reach them. The pharmacists of the entire country will share the grief which we feel in recording the sad and untimely fate of the young ladies.

Higher Wages for Green Bottle Blowers.

President Hayes, of the Green Glass Bottle Blowers' Association, has announced that the conference between representatives of the blowers and those from the manufacturers, which has been in progress for eight days in Atlantic City, has resulted in an agreement which includes an increase of 7 per cent. on the net list, thus restoring

the prices paid on the old list in force prior to 1893.

There was an advance of 8 per cent. last year. All earnings are to be paid in cash, thus abolishing the company store controlled by all factories in the union throughout the United States and Canada. Apprentices are allowed on the average of one to every ten journeymen instead of one to every fifteen. Machine men are to receive pay on the basis of the average earnings of blowers. The proposition to reduce a day's work from eight and one-half to eight hours was withdrawn. The agreement is to go into effect in September.

While the manufacturers have made no announcement of any change in prices, it is reasonable to suppose that some advance will be made to cover the increased cost of manufacture entailed by the new scale.

Prof. Lloyd at Work on a New Novel.

Professor J. Uri Lloyd, author of *Etidorpha* and *Stringtown on the Pike*, will collaborate with Wm. H. Venable, the author and historian, and Coates Kinney, the Cincinnati poet, on a novel for the entertainment of the Western Association of Writers at its meeting in Winona next year. It is expected that the work will be completed by January, but it will not be given to the public until after June, at which time it is to be read before the Association of Writers at their annual meeting.

A Word for the Manufacturer.

Indiscriminate abuse of manufacturers of pharmaceutical preparations is sometimes the veriest rant and cant. It is easy and self-flattering, but by no means therefore either just or wise, observes the Philadelphia "Medical Journal." In view of the astonishing lapses of medical men and of their participation in pharmaceutical frauds, it tends to provoke ironic laughter. If one takes the drug trade journals of our country and compares them dispassionately with the medical journals, one is not certain that we as a profession will appear to better advantage in the way of honor and idealism than do the manufacturers. Surely one will find as frequent proofs of fraud, shamelessness and unsclend among journals edited by doctors of medicine as in the literature of the pharmacist and manufacturers. The worst of either are bad enough, and any scorn upon our part is indicative of egotism rather than of a study of actual facts and conditions.

Whatever the justice of complaints against the manufacturers, their "instruction of medical men," etc., we need not be unjust and we must not be indiscriminate in our criticisms. As a profession we are under great obligations to pharmacy and to purely commercially motivated manufacturers for many most valuable means of progress and for much therapeutic advance itself. There are many such manufacturers who have as pure and as strictly professional aims, and who realize them as perfectly in practice, as do physicians. There are to-day biological and chemical laboratories owned and operated by lay capital for the sake of money making, and yet from which many professional laboratories might learn both science and ethics.

WESTERN NEW YORK.

Erie County to Act.

Price Schedule Arranged.

Buffalo, August 9.—The annual meeting of the Erie County Pharmaceutical Association on the 16th will be of especial account, as there will be presented for final approval and renewal of pledges the minimum price-list of proprietary medicines, on which much time has been spent. It is announced that all of the price cutters in the city, and especially the larger ones, including a department store and a large grocery, both of which have given a large amount of trouble, will cooperate. Although such agreements are for the most part made apparently for the purpose of being broken, there appears to be more than the usual faith in this one, as all members of the drug trade appear to be heartily tired of doing business for nothing.

Death of Robert D. Cursons.

The death on August 4 of Robert D. Cursons, one of Buffalo's leading young druggists, though for some time expected, has created a profound feeling of sorrow throughout that community. Mr. Cursons was a sufferer from appendicitis, and did not rally from the operation that was thought necessary to the saving of his life. Though he lived some months, it was not thought that he could recover. He was a graduate in the class of '97 of the Buffalo College of Pharmacy, and was alumni treasurer at the time of his death; and in this capacity, as well as in a more general way, his loss will be severely felt, for he was a man of character as well as capacity, and was bound to rise had life been spared. Some time ago he bought the Hoolihan Pharmacy on Front avenue, and was proprietor of it at the time of his death.

Doctors in Pharmacy.

The Buffalo College of Pharmacy has issued a circular announcing the establishment of courses leading up to the degrees of Master and Doctor in Pharmacy, which are expected to add much to the dignity and efficiency of the school. These are both additional degrees, the candidate for Master in Pharmacy being required to take the two years' course and obtain the degree of Graduate in Pharmacy and the Doctor's degree being preceded by the other two. The degree of Graduate from any reputable school of pharmacy will be accepted. A two years' course will then be required, which may be obtained in actual business by connection with a retail pharmacy or practice as a chemist or member of a hospital staff, or something of the sort. Not later than November 1 the candidate must present for approval the subject for an original thesis, on which thesis will depend largely his chances of obtaining the degree. A fee of \$10 is required with the thesis, which will be returned in case the thesis is read at the annual meeting of the alumni association. The candidate for Doctor's degree must attend at least one session of the Buffalo College of Pharmacy, during which time he must pursue studies in two or more branches under the direction of the members of the faculty in whose

department he may elect to study. The subject of his thesis must be presented to the faculty not later than ten days after the opening of the college, and the completed thesis must be presented not later than February 1. A fee of \$60 will cover all costs, which will not be refunded if the candidate fails to pass the examinations. For either advanced degree the candidate must appear in person at the commencement.

MINOR NEWS NOTES.

R. W. McKee, Buffalo manager of the Dodds Medicine Company, is still in poor health and is spending the summer in the Muskoka Lake district of Canada.

F. C. Kelley, for a long time connected with Pierce's World Dispensary, Buffalo, and of late in charge of the drug room, has gone to Binghamton to enter the printing business with his brother. He has been succeeded by James Dargan.

Frank Richardson, formerly manager of Failing's pharmacy, in Albany, has opened a pharmacy of his own in Cambridge, Washington County. Mr. Richardson is a member of the Executive Committee of the New York State Pharmaceutical Association, and his many friends throughout the State wish him success in his new venture.

The Hutch medicines appear to have come to a standstill, so far as the Buffalo office is concerned. Since the seizure of certain of the stock by the sheriff the office has been closed, and inquiry about the premises elicited only the information from neighboring occupants that the headquarters of the Woodward Company, under which name the medicines were sold, was in Toronto, where the specialty appears to have originated. As it was not long ago announced that the company had been reorganized under a slightly different name, with additional capital and a determination to remain in the field, it is quite possible that the office will be reopened before long.

North Carolina Association.

The twenty-first annual convention of the North Carolina Pharmaceutical Association opened in Wilmington, Wednesday, July 18. Vice-President R. H. Jordan presided in the absence of President J. B. Smith, of Lexington, who was too unwell to attend. The sessions occupied two days, and considerable business was transacted. One of the features of the meeting was an address by Simon N. Jones, of Louisville, Ky., president of the National Association of Retail Druggists, in which he described the workings of the National organization and touched upon the benefits to the trade accruing from it. He alluded to the efforts that were being made to repeal the stamp tax and secure other relief for the retail drug trade.

The election for officers to serve during the ensuing year resulted as follows:

President, Mr. R. H. Jordan, of Charlotte.

First Vice-President, Mr. J. H. Hardin, Wilmington.

Second Vice-President, Mr. H. T. Hicks, Raleigh.

Third Vice-President, Mr. W. A. Leslie, Morganton.

Secretary, Mr. P. W. Vaughan, Durham.

Treasurer, Mr. A. J. Cook, Fayetteville.

Executive Committee: Mr. G. R. Pilkington, of Pittsboro; Mr. G. R. Wooten, of Hickory; Mr. A. S. Harrison, of Enfield; Mr. J. Hicks Bunting, of Wilmington, and Mr. P. W. Vaughan, of Durham.

William Simpson, of Raleigh, was named for appointment to the Board of Pharmacy.

MASSACHUSETTS.

Endowment for Textile School.

AYER GIVES \$35,000.

Troubles Over Illegal Liquor Sales.

Boston, Aug. 9.—The trustees of the Lowell Textile School, Lowell, have received and accepted an offer of a gift from Frederick F. Ayer, of New York, son of the late Dr. J. C. Ayer, of Lowell, of \$35,000, with which to purchase a site for the school, which has been in operation here three years on leased property on Middle street. The trustees at a recent meeting accepted the generous offer of Mr. Ayer, which was conveyed in the following explanatory letter:

To the Trustees of the Lowell Textile School—Gentlemen: The Massachusetts Legislature, by a resolve approved May 17, 1900, having appropriated the sum of \$25,000 for the erection of buildings for the Lowell Textile School, provided that suitable land and machinery, with money, together equal in value to said sum, be contributed to you for the general purposes of the school, and believing, as I do, that a textile school to be located in Lowell is worthy of every encouragement, I would greatly like to contribute to the success of such an undertaking, and I will pay to you, at such time as you will indicate, a like sum of \$35,000, upon condition that you acquire the land bounded by Stirling street, Moody street, Falmouth street and Colonial avenue, embracing about 154,000 square feet, and that the school be located on said land, and the first main building erected be named and lettered Southwick Hall, and inscribed to the memory of Royal Southwick, my grandfather, who lived in Lowell, and was himself a manufacturer, closely identified with the purposes and prosperity of Lowell's earlier days.

I make this contribution in the full conviction that the respective governments of your State and city will be ever ready in the future, as they have been in the past, to make the necessary liberal appropriations annually for the school's support.

Respectfully yours,

FREDERICK F. AYER.

The trustees are heartily congratulated upon the good fortune of the school. It is said to be the largest individual benefaction that Lowell has ever received.

Moving Day with Eastern Drug Co.

Saturday, July 28, was moving day with the different firms comprising the Eastern Drug Co. At noon of that day the transfer of stock commenced from the various stores to the new establishment in Fulton street. One hundred and thirty employees participated in the transfer, and they worked from midday to midnight. But with this great expenditure of energy there was much to be done, and it was not until Aug. 1 that business was under full swing at the new stand. The George C. Goodwin stock was the first to undergo change, and this was followed by certain portions of stock from the other establishments, the balance being retained to be worked up on orders. There were some delays under the new arrangement at first, but now the wheels are well greased and business is being transacted with promptness. Many of the employees of the different firms which made up the new company took their vacations in June, and the remainder will endeavor to get away for a well-earned rest next month.

Burglars Are Playing Havoc

with the drug stores in some of the cities in Greater Boston. One night

recently three Malden stores received the attention of robbers. At one of the stores, that of P. F. O'Hare, Pleasant street, the place was entered by false keys and cigars to the value of \$40 and \$20 in cash taken. At the store of W. L. McGarr, Highland avenue, a window in the rear of the building was found open, and as the thief tried to enter he awakened the night clerk; then the burglar jumped out and escaped. The clerk went to the front door and discovered two men running away. He notified the police, but no trace of the men was found. The burglars were unsuccessful at the store of J. J. Keeney, Charles and West streets, as they were frightened away by a big bulldog which keeps watch in the building.

The store of Curtiss and Spindell, Lynn, was visited by sneak thieves in the day time recently. It is thought that the job was done while there was only one clerk in the store, and that two men were participants in the theft. One of the men engaged the attention of the clerk at the perfumery counter on the Market street side of the store, while the other man got into the place by the Central avenue entrance, from which the unlocked safe in the rear was easy of access. One hundred and fifty dollars in bills and valuable papers were abstracted from the safe.

Arrested for Liquor Selling.

Last month local officers raided the so-called drug store of Thomas D. Tate, of Clinton. A part of the outfit of the place was composed of 33 cases of beer and nine men seated around a table in the rear of the store, alleged customers. Tate was subsequently arrested, found guilty and fined \$75. He appealed. He was recently arrested at the instance of the Board of Health for selling adulterated drugs, pleaded guilty and had his case placed on file.

A Malt Extract Case

was recently tried in the court at Spencer, it being alleged that it was sold as a beverage. The State proved that it contained over 5 per cent. of alcohol. The fine was \$50, from which an appeal was taken.

Arrested but Discharged.

Frank Colette, of Spencer, had his store recently raided. A part of his soda fountain outfit consisted, so it is alleged, of 2 gallons of brandy, 5 pints of whiskey, 2 quarts of gin and 1 quart of wine. The officers alleged keeping with intent to sell and were unable to prove the charge, and so Colette was discharged.

HUB NOTES.

C. C. Goodwin and wife are summering on Cape Cod.

H. R. Dennett, Ph.G., head clerk for Linus D. Drury, Ph.G., is in Maine on his annual vacation.

Frank Wasson, one of the assistants of W. D. Wheeler, Ph.G., is spending his vacation in Nova Scotia.

Mr. Higgins, a Chelsea druggist, is to open a new store on Washington street, in the Ashmont district, Dorchester.

Edwin W. Shedd, Ph.G., of the T. Metcalf Co., has just returned to his labors much refreshed by his vacation, spent in Laconia, N. H.

This city recently passed through a small epidemic of carbolic acid suicides. As an outcome of one of the attempts at self-destruction, M. L. Graves, of the South End, was arrested and fined \$20 for selling poison illegally.

BAY STATE ITEMS.

F. H. Ware succeeds I. A. Darling, Turner's Falls.

Joseph H. Pearl is assignee for E. A. Mitchell, of Haverhill.

E. N. Gates & Co., of East Dedham, are having a three-story block built in High street, East Dedham.

John H. Manning, of Pittsfield, has been honored by the Governor with an appointment as Highway Commissioner.

The Bristol County Drug Co., of Taunton was recently incorporated; T. F. Cavanaugh, president; W. C. Chamberlain, treasurer. Capital, \$6,200.

G. H. Reno, of Springfield, has abandoned pharmacy for post office business, having accepted a position as forwarding clerk in the Springfield office.

Walter B. Titus, a clerk in the Cambridge store of W. B. Hunt & Co., was an important witness at a recent hearing on a charge of attempted murder.

A. W. Dows recently purchased the store of Martin & Co., Lowell. Mr. Dows proposes to run this store in connection with his other establishments.

T. H. Fenelon, of Somerville, died July 23. He was thirty-two years old. He succeeded to his father's business at Union Square. Mr. Fenelon was unmarried.

C. A. Charles, Pleasant street, Malden, left his bicycle in front of his store a few days ago. He returned in a few minutes to find that the wheel had been stolen.

E. J. Bahan & Co., of Amesbury, who were burned out some time ago, are to have their new store in operation about September 1. The fittings will include a Tufts fountain.

Charles H. Pinkham, of the Lydia E. Pinkham Medicine Co., of Lynn, has been mentioned for the office of Mayor of Lynn. Mr. Pinkham is a heavy taxpayer in the shoe city.

Amesbury druggists have inaugurated a movement which pharmacists in other localities might follow to advantage. It is that of closing their stores at an early hour in the evening during July and August.

E. B. Winslow, of Brockton, was arrested last month on a charge of setting fire to the block in which his store was located. The hearing failed to sustain the charge, and Winslow was not held.

W. B. Milliken & Co., of Cambridge, are starting a new store on Cambridge street, which they will run in connection with their other store. The new establishment is fitted with a Tufts fountain.

Taunton druggists are endeavoring to secure sixth class licenses. They were represented by an attorney at a recent hearing given by the Board of Aldermen. All of the physicians of that city have signed a petition requesting that the permits be granted.

H. L. Green, of Worcester, has purchased the business of W. P. Draper, of Springfield, and will carry on business at the new stand in connection with that of the Worcester establishment and of Harris & Green, Providence. R. I. W. P. Draper will go to Beverly, having taken in trade in the Springfield sale to Mr. Green the Oxnard Pharmacy in that town.

Michael Wallace, who was sent to the insane pavilion of Bellevue Hospital, New York, last month by the police of that city, was a former well-known druggist of Chelsea. He formerly conducted a store on Broadway, Chelsea. He was identified by papers found in his pocket, one of which bore the address, "80 Grove street, Chelsea, Mass." Wallace's wife lives at the above address. He is a victim of hallucination and is not violent.

The officers of the Springfield Drug Clerks' Union, elected last month, are as follows: J. T. Doyle, president; Stephen Norris, vice-president; G. L. Cooley, treasurer; Thomas Lloyd, financial secretary; Frederick Robinson, recording secretary; Marshall Johnson, guide; Edward Sweeney, George Norwood and H. F. Dickinson, Executive Committee; John Doyle, Stephen Morris, A. L. Tucker, Edward Sweeney and George Cooley, delegates to the Central Labor Union. Marshall Johnson was elected member of the Executive Committee, and E. F. Mooney and H. F. Dickinson members of the Finance Committee.

NEW ENGLAND NOTES.

S. W. Himes & Co., of Phenix, R. I., have recently commenced business in their new store, which is located in a new building, 30

x 60 feet, just built by Mr. Himes. The lower floor is utilized as a drug store. The main store has a floor space of 22 x 35 feet, and the street front is of plate glass. In the rear is a commodious office containing a large bay window, a laboratory and a general workroom 17 x 22 feet. There is also a small room for receiving goods and a lavatory. The fittings include a new fountain from the Boston establishment of James W. Tufts.

OHIO.

Wealth from Patent Medicine.

THE ALLEN BEQUESTS.

Cincinnati, O., August 5, 1900.—The will of the late Thomas H. C. Allen, the well-known medicine manufacturer and philanthropist, was offered for probate last Tuesday. It bequeaths a \$50,000 estate, giving to the Protestant Children's Hospital, Mt. Auburn, for the founding of the T. H. C. Allen cot, \$3,000, and the Young Ladies' Chancel Society of the Church of Our Saviour, Mt. Auburn, \$1,000. The will reads: "I have given liberally to church and charity during my life time, so I do not give more now. In the words of W. W. Corcoran, the philanthropist, 'the pleasure I have had from doing good with my money is greater than that which would have arisen from the possession of any sum however large.'" Jennie A. Tucker, a niece, is given \$300 as long as she remains single, and \$30 each Christmas. The income of \$5,000 is to be paid to testator's namesake, Thomas Humphreys Cushing Allen, son of Jonathan Allen, until he is of age, when he shall receive the principal. His son William is given a mahogany table and diamond stud; his son Jonathan a cabinet of shells, and his son Thomas a gold watch and chain. Each child shall be paid \$5,000 from the life insurance. Harriet A. Perkins, Sarah A. Stoddard and Elenor C. Mercer, his sisters, are given \$1,000 each. The widow and her minor children—Charlotte and Fred—are given the Mt. Auburn homestead. The widow shall be paid \$5,000 annually as long as she remains unmarried. If not satisfied she may take her dower under the law. William, Thomas and Jonathan, sons, are given the block of houses, 72, 74 and 76 Auburn avenue, for life, then it goes to their children. All advancements to the children are canceled. All the residue goes to William Allen, the executor, to invest and continue the business of J. N. Harris & Co., Limited, until the partnership closes, in 1901, or longer, if desirable. The income shall go equally to the children. If the business is sold the proceeds shall go to the children equally. Executor Allen shall be paid \$2,000 annually. The widow is appointed guardian of the minors.

Heard Around Town.

Wagner's pharmacy has been repapered and renovated.

N. Ashley Lloyd has returned from his summer vacation.

Matthew M. Yorston, the popular Central avenue druggist, is steadily improving in health.

Robert H. Koehler, the ex-druggist, has been appointed to the Board of Decennial Appraisers.

E. P. Stout has been elected president of the Cincinnati Savings Society, to succeed the late T. H. C. Allen.

Herman Koch, the druggist who died recently, left an estate of \$14,000. The will has been admitted to probate.

N. E. Smith's pharmacy in Avondale is one of the prettiest in the city. The fixtures are in white and gold. The store is prospering.

Prof. J. Uri Lloyd, W. H. Venable and other prominent local authors, are compiling an interesting novel on the co-operative plan. Each man will write a chapter.

Twenty-five warrants were recently issued for grocers for selling impure vinegar. A crusade will also be urged against liquor dealers who sell impure stuff.

Four local druggists have been arrested for selling cocaine without a prescription. They will all plead guilty and be assessed small fines. This is intended as an object lesson.

The first annual commencement exercises of the Scio College of Pharmacy were held in the college halls on July 26. The card of invitation issued for the occasion is most unique, being printed on a cross section of a tree, which shows beautifully the medullary rays and concentric rings of an exogenous tree.

Oklahoma Board.

The Oklahoma Board of Pharmacy met at Guthrie on July 10. A class of thirteen applicants took the examination, of whom the following passed: Chas. W. Driesbach, Pawnee; Henry W. Harmon, Oklahoma City; Wilson H. Hans, Stillwater; Elisha B. Moore, Violet; Owen A. Pantan, Ponca City.

Horace A. Sommers, of Carville, and Nelson Sturgeon, of Miami, I. T., received certificates of registration upon their diplomas from the pharmacy department of the Oklahoma University.

Roscoe L. Martin, of Shawnee, received an assistant certificate on diploma from the pharmacy department of the Oklahoma University.

The board ordered the secretary to issue and send to merchants in the Territory who are selling medicines in violation of the law the following letter:

In towns where there is a registered pharmacist located, it is a violation of the law for any person but a registered pharmacist to sell any kind of drugs, medicines or pharmaceutical preparations. The penalty for such violation is from one to two hundred dollars.

I have information that you are violating this law, and if so you are liable to an indictment by any grand jury in your county, if information is filed against you.

The student of pharmacy is required to pass rigid examinations showing proficiency; and four years of service are required before he can even take this examination. This is done that the people may be protected from incompetents in dispensing medicines. The same law that places these qualifications on the pharmacist justly requires that all medicinal and pharmaceutical preparations shall be sold only by a registered pharmacist, or under his direct supervision. Under the term "pharmaceutical preparations" are perfumes, toilet preparations, medicinal soaps, etc. It is not the desire of the board to make any costs or trouble to those merchants who are ignorantly handling medicines, but if persisted in after due notice has been given, suit will be brought against all parties in accordance with law and the duties of the board as prescribed therein.

Will you kindly report in inclosed addressed stamped envelope your decision as to what you propose to do in this matter?

Mr. Dow, president of the board, reported a four days' trip over the northwestern part of the Territory, and Mr. Howendobler spent several days in the northeastern portion.

The next meeting of the board will be held at Kingfisher on October 9. The Governor reappointed E. E. Howendobler and F. B. Lillie for terms of three years each, dating from July 11, 1900. Application blanks and particulars regarding examinations may be obtained from F. B. Lillie, secretary, Guthrie.

MICHIGAN.

Business Brisk.

SMALL PROFITS DISCOURAGE CLERKS.

Entertainment for the N. A. R. D.

Detroit, Aug. 6.—Good is the word as to trade conditions here; manufacturers, wholesalers and the retail trade all tell of larger business than usual. In spite of this unwonted activity vacations are in order, and many representatives of the drug trade from among the manufacturers and wholesalers are seeking rest and recreation away from their city haunts. The poor retailer, with his soda fountain and other troubles, is too far gone to need a vacation.

The Price Question.

Speaking of the good business outlook a prominent Woodward avenue retailer says that it is a shame that some advantage cannot be taken of it looking to better prices. Locally ruling prices are below the profit mark, even under the price agreement now on. The dog-in-the-manger attitude of several large concerns continues to keep the retailer's nose to the grindstone, with little profit to himself and but little to them.

Scarcity of Drug Clerks.

This condition of affairs is beginning to make itself felt in another direction, and that is in causing a scarcity of competent drug clerks. This shortage is now beginning to be seriously felt; in fact, the clerks' employment bureau has situations for a dozen clerks, but cannot supply them. Almost every week one hears of some clerk or other leaving the business. There is little to look forward to under existing conditions, and, realizing this, the clerks make openings for themselves in other lines of business. The average druggist cannot afford to pay a man's wages, and the result is that he has boys at what he can afford. A glance behind the counter of almost any drug store will prove this without argument. The effect on the trade of a few years of this may be imagined.

N. A. R. D. Entertainment.

The committee of local retailers having in charge the reception and entertainment of the delegates to the N. A. R. D. convention in September announce the acceptance by the N. A. R. D. of their plan of entertainment. In outline the plan is as follows: The first day will be devoted to business until 9.30 p.m., when the local associations, assisted by vaudeville talent and other things, will tender the delegates an informal reception and smoker. The second day business will employ the delegates in the morning, and during the afternoon and evening Parke, Davis & Co. will have full swing. One of our handsome river boats will be chartered for a trip that no one fortunate enough to be on board will ever forget. A visit to the P. D. & Co. laboratories, a fine spread and a trip to the ever beautiful St. Clair Flats will be a few of the features of this outing. The ladies of the party will be well taken care of, as a tally-ho party will be given them, including a trip about the city and over our island park, Belle Isle. The third

day will be devoted exclusively to business.

Minor Notes.

The Drug Clerks' Association of Michigan recently lost its president, G. W. Stevens, he having purchased the stock and fixtures of Dr. Repp, 1365 Gratiot avenue. He will continue the business at the same place.

The Michigan Pharmaceutical Association meeting at Grand Rapids Aug. 14 and 15 bids fair to be a very successful one. A good program has been arranged, in which business and pleasure are well mixed. Quite a few will go from Detroit and will probably have a special car, leaving here the morning of the 14th.

ILLINOIS.

Moving Against Chicago "Boxers."

Chicago, Aug. 6.

The State Board has begun war on Chicago's Boxers—that is, Chinamen who sell opium in laundries in violation of the pharmacy law. A decision that covers all such cases has just been handed down by Judge Windes, of the Appellate Court. The case is against Yee Way, who was fined \$20 and costs by a Justice of the Peace, appealed to the Criminal Court, was again fined \$20, and then carried the case to the Appellate Court. The Court held that a Chinese laundry came under the law's ruling when opium was dealt in. The board's action is most significant, as the police claim they cannot close the opium resorts. Many other cases are pending.

A Chicago Veteran in Distress.

Several veteran druggists were greatly grieved recently to learn that H. C. Plantz had been in the German hospital for seven weeks and was a very sick man. Messrs. Jamieson, Blocki and Bodemann called at once and the sick man expressed his gratitude with tears. About one year ago he was hit in the eye by a stone, and the resulting nervous shock brought him near the grave. He had changed so that the visitors had to be told who he was.

NEWS ITEMS.

Charles A. Bertram, of 726 Haddon avenue, is starting a new store at 1901-3 Milwaukee avenue.

H. A. Yates, of Oak Park, is now manager of the Siddall Drug Co., at Forty-third street and Indiana avenue.

W. G. Boman, a druggist of Alton, Ill., has been held to the grand jury for refusing to sell soda water to a negro.

The Kenosha department store has given up the ghost. M. Feiges, the proprietor, has turned over all his goods to M. Ratner, of Chicago, who represents the creditors.

W. H. Daley, who has been working at Forty-third street and Indiana avenue, has been awarded a position as hospital steward in the navy. He has an office in the Masonic Temple.

The Coke Dandruff Cure is to be sold hereafter in Canada from the office of A. R. Bremer & Co., Limited, at 11 Calburn street, Toronto. The new firm has just been incorporated for \$50,000.

Rumor has it that T. A. Cobb, formerly manager of Charles Baumbach & Co., is at outs with the members of the reorganized firm. It is said that he reports for duty every morning through his attorney, and that he will sue on his contract. The firm is now Yahr & Lange.

The Northern Illinois Druggists' Association, organized in Chicago on July 16 last, is composed of the druggists of twenty counties lying nearest the Wisconsin State line. The organization meeting was well attended. A

constitution and by-laws were approved. The work of the association in the interim between the quarterly meetings is delegated to an executive board consisting of one member from each county. The following is Article III of its constitution:

"This organization is an integral part of the National Association of Retail Druggists, and this relationship between the two bodies shall be perpetuated. As a loyal member of the N. A. R. D. it is bound by the constitution, by-laws and rules governing that organization, or which may from time to time be adopted by it."

ILLINOIS BOARD.

At the examination held by the Illinois Board of Pharmacy, Illinois, in Springfield, June 19-21, the following passed as registered pharmacists and assistant pharmacists:

Registered Pharmacists: E. D. Allen, Marseilles; A. F. Barth, North Alton; H. D. Biden, Chicago; A. Brandenburg, Rock Island; L. N. Benton, St. Charles; G. W. Case, Peoria; W. R. Coyner, Galesburg; E. W. Dentler, Oak Park; E. W. Elliott, Jr., Riverside; C. T. Flacheneker, Jerseyville; E. Freeman, Auburn; J. T. Griest, Peoria; W. H. Ham, Urbana; D. Hayes, Bloomington; G. J. Houseman, Chicago; J. Heald, La Grange; C. F. Lewis, Belvidere; J. F. McGlone, Chicago; I. A. McNichols, Carmi; W. H. O'Brien, Chicago; E. W. Rose, Chicago; W. H. Roberts, Piper City; H. C. Slegle, Peoria; B. W. Strickland, Bloomington; S. Sucherman, Chicago; B. Zaleski, Chicago.

Assistant Pharmacists: J. L. Bonnett, Bloomington; W. H. L. Booth, Chicago; F. B. Clarke, Chicago; H. Diffenderfer, Chicago; F. H. Drallmeier, Quincy; I. Georlings, Chicago; A. J. Leonard, Chicago; V. C. Nichols, Alton; C. W. Morton, Mattoon; J. D. McDougall, Chicago; Z. G. Oldham, Urbana; W. R. Phillips, Chicago; P. A. Pfeffer, Columbia; A. H. Schulze, Chicago; H. E. Shawwan, Chicago; M. A. Shapiro, Chicago; P. G. Stahlfeld, Chicago; G. E. Steper, Chicago; J. W. Tudor, Homer.

The Board of Pharmacy desire to have it distinctly understood that no applicant who has gained his experience in Illinois drug stores will be examined, or given an interview until after being regularly registered as an apprentice.

The next meeting of the board for examination will be held in Room 144, Thirty-ninth Street, Chicago, Ill., October 9, 9 a. m. New applications must be on file in this office at Springfield at least ten days previous to the above date, those having applications already on file must also give a like notice, should they desire to appear for this examination. This requirement is necessary in order that the secretary may make suitable arrangements for the class, and will be strictly enforced. Affidavits from registered pharmacists of time service must be filed at least three days before the examination. Address all communications to L. T. Hoy, secretary, Springfield, Ill.

New Hampshire Commission of Pharmacy.

The fourth quarterly meeting of the New Hampshire Commission of Pharmacy was held at Concord on Wednesday, July 25. The candidates named below passed and received certificates as registered pharmacists: F. Elmer Eaton, Providence, R. I.; Chas. H. Bacon, Fitchburg, Mass.; Chas. C. Blonquest, Manchester, N. H.

Of the junior class the following were successful: Carl M. Thompson, Walpole, N. H.; Roy J. Boynton, Hillsboro Bridge, N. H.; Adrian S. Coburn, Exeter, N. H.

The next quarterly meeting will be held at Concord on Wednesday, October 24. Further information concerning examinations may be obtained from the secretary of the commission, Geo. F. Underhill, Concord.

MISSOURI.

Faulty Pharmacy Law.

MUST REGISTER ON DIPLOMAS.

Physicians Entitled to Registration.

St. Louis, Aug. 7.—Something like a thunderbolt from a clear sky has struck the Missouri druggists. Attorney General Crow has given a decision to the Board of Pharmacy that, according to the present Pharmacy law, they must register all physicians and pharmacists holding diplomas when they apply for certificates, and without examination. For the past two years the members of the Board of Pharmacy have been threatened with damage suits from graduates in medicine who claimed that they were entitled to register as pharmacists. Many of them had employed lawyers, who, after looking up the law, advised their clients accordingly. On Monday, Aug. 6, some of the prominent local druggists received telegrams from Secretary A. T. Fleischman, of the Board of Pharmacy, that they had received a decision from the Attorney General and in future would be compelled to recognize medical and pharmacy diplomas. Further particulars have not been received.

Mix Up in the Law.

Your correspondent interviewed several of the local "old warhorses," and it develops that the members of the Board have for some time entertained grave fears as to the legality of their course in registering applicants only on examination. It seems that, when the old Pharmacy Law was amended some four years ago to provide that no one could register as a pharmacist in this State except on examination, there was either a neglect at the time or a "mix up" of affairs afterward, so that, as the law appeared on the statutes, the amendment was there all right, but so was the entire old law in its original form, with no reference whatever either in it or the amendment to striking out the clause providing for the registration on diplomas. But very few druggists in the State were aware of this state of affairs, and they kept it to themselves, but the members of the Board of Pharmacy found things getting so warm for them that they finally appealed to the Attorney General for a decision on the law, and such has been given.

Views of the Drug Trade.

The druggists of this city are mostly surprised, all are disgusted, and some disheartened. What will be done remains to be seen. Probably an effort will be made this winter to either pass an entirely new Pharmacy Law or else get the old one straightened out satisfactorily. It is expected that in a few days the full particulars in the case will be made public by the Board of Pharmacy and some action in regard to correcting the evil begun at once.

St. Louis Apothecaries' Society Meeting.

After much delay and many unsuccessful attempts the members of the St. Louis Apothecaries' Society got together on Friday, Aug. 6, and held their annual meeting. There were about fifty members present. The retiring officers all made lengthy reports, which were

mostly expressions of hope for the future, as there was very little accomplished in the past to report on. It was a very harmonious meeting, but there was a general regret that out of the three hundred local members there should be such a small attendance. It further developed that several of the druggists on the roll of membership had been brought in by the representatives of the wholesale drug houses and their first year's dues paid by the same parties, while in reality they took no interest whatever in the proceedings of the organization, and naturally would never pay any dues or come to the meetings. Furthermore, they are, as a rule, the very ones who do the most complaining about the present state of the drug business.

Chas. Hahn, a prominent young north side pharmacist, was present and made quite a speech, in which he urged this society to join and co-operate with the Missouri Mercantile Association, which has recently been organized. The matter was referred to the Executive Board.

Thos. Layton expressed himself as being very much opposed to having any retail druggist organization dependent or receiving contributions from wholesale druggists. He pointed out where practically all the local retail druggists' organizations were dependent for their financial support upon the wholesalers. This included the St. Louis Drug Clerks' Association, the College of Pharmacy Alumni Association, besides the more important organizations.

It was decided to use every legitimate effort to defeat Attorney General Crow, present nominee for re-election on the Democratic ticket, inasmuch as the members feel that he has not treated them fairly.

Action on the war tax was deferred until after the meeting of the N. A. R. D.

Officers Elected.

The following officers were elected for the ensuing year: President, Henry Fischer; Vice-President, T. F. Hagenow; Secretary, R. S. Vitt; Treasurer, O. F. Claus; Executive Committee, H. A. Kattlemann, H. F. Hassebrock, P. N. Nake, and J. H. Allen.

LOCAL NEWS.

The St. Louis Drug Clerks' Society will give an evening boat excursion on Thursday evening, the 9th inst.

Robert C. Riley, druggist at Meramac and Virginia avenues, was married on July 19 to Miss Emily F. Sahler.

Henry Gregg is once more back at the old stand as chief clerk for the Frost-Johnson Drug Co., 518 Olive street.

The Alumni Association of the St. Louis College of Pharmacy will give an afternoon and evening excursion to Montesano Springs on Saturday, August 18.

E. J. Schall, in charge of the patent and proprietary medicine department of the Meyer Bros. Drug Co., has gone East on a two weeks' vacation.

H. E. Klostermann has purchased the drug store at 2700 St. Louis avenue from E. A. Medler. He has been head clerk at the store for several years.

The Geo. S. Mephan & Klein Color Mfg. Co., of North St. Louis, are erecting an immense building in East St. Louis, which they will occupy in about a month.

H. L. Waible has resigned his position with Dr. Frieledingdorf, 2200 S. Broadway, and gone to his old home, New Athens, Ill., where he is opening a drug store.

Wm. J. Junghans, for some years a member of the local drug clerks' fraternity, has

purchased the drug store at Taylor and Garfield avenues from J. H. Wagner.

Otto Trauble, druggist at Jefferson and Chateau avenues, has left for the far north, where he will fish and do other pleasant things until the warm weather is past.

C. V. Eckert has sold his drug store at Fifteenth and Carr streets to Albrandt Bros., and has purchased the drug store at Pendleton and Finney avenues from Schneider & Grewe.

Joseph Maserang, for six years druggist at the St. Louis Medical College and instructor of pharmacy and materia medica in that institution, has purchased the Werner Pharmacy, at Twenty-eighth street and Washington avenue.

Word has just reached St. Louis that W. E. Blackwell, for many years a popular local drug clerk, was recently married to his old sweetheart at Black Well Station, and that he is now manager of a drug store at Farmington, Mo.

A party consisting of L. A. Seltz, Theo. F. Hagenow, Dr. O. F. Claus, Dr. H. M. Whelpley and their wives will leave Saturday for Kings Lake, where they expect to spend a week, provided they do not catch all the fish in the lake before the time is up. They invited Louis Schurk to go along but he has indignantly declined. He is going up among the lakes of Minnesota in a few days and says when he comes back he will have a new set of fish yarns that any one will recognize as being his own, and if he finds any one infringing on them there will be trouble right away.

A few days ago a man came running into H. F. Fricke's drug store at Eighteenth street and Washington avenue, and said the sisters at St. Luke's Hospital—just across the street—wanted a dime's worth of alcohol, as they had run out and needed some at once. As the sisters frequently call on Mr. Fricke on such occasions and the fellow was seen to come from their doorway, he accommodated the fellow and a few minutes later was called upon by a man with a warrant. Mr. Fricke secured a jury trial and was honorably acquitted, while the judge said he wished it was in his power to impose a heavy fine upon the party who had so imposed upon Mr. Fricke.

Pharmacists with the German Expedition to China.

Twelve military pharmacists have accompanied the German force which is en route to China as follows: Corps Staff Apothecary Wormstall, of Posen, who is on the staff of the commander-in-chief of the expedition. With the field hospitals, numbered from 1 to 4, are Field Apothecary Tornow,¹ of Garrison Hospital No. 1, in Berlin; Field Apothecary Otten,¹ of the Garrison Pharmacy at Magdeburg; Field Apothecary Witt,¹ of the Garrison Pharmacy at Minden, and Field Apothecary Patzelt,¹ of Saarbrücken.

With the Sanitary Company is Garrison Apothecary Dr. Weigt, of the 6th Army Corps. With the reserve hospital, depot are Garrison Apothecary Dr. Pauer, of the XI. Army Corps, and Field Apothecary Kownatzky,¹ of Danzig. With the war hospital staff are Garrison Apothecary Dr. R. Giese, of the II. Army Corps and Field Apothecary Torber,¹ of Altona and Volk. On the hospital ship is Garrison Apothecary Hunnemeler, of the 7th Army Corps.

All the ships taking part in the east Asiatic expedition have been painted with a special paint invented by Naval Apothecary Milch for use in the tropics. The hospital ship "Gera" is said by the German papers to have been most completely equipped in a pharmaceutical way.

¹ Each of these pharmacists on being assigned to the expedition was promoted from the rank of one year volunteer pharmacist to that of field apothecary.

Drummerdom.

Contributions for this column are invited. For available articles dealing with the news of traveling salesmen payment will be made.

Our Portrait Gallery.



HENRY THORNTON,

Traveling Salesman for Parke, Davis & Co. in the States of New York, Connecticut and Pennsylvania.

The subject of this sketch is well known to the larger retailers and jobbers throughout the States named above. He is an old P., D. & Co. boy; in fact, the oldest man in point of service attached to the general Eastern offices in New York City. He is a fairly constant attendant at the meetings of the various pharmaceutical associations in his territory, and was active as a member of the Committee on Entertainment of the New Jersey Association at the recent meeting. Mr. Thornton has been very successful in working up a large business in the territory covered by him for his firm. He is a bachelor, an eligible parti, née 1868, which leaves him thirty-two years old. Mr. Thornton is a member of the New York Drug Club, and an active member of the New York Athletic Club.

Caught on the Fly.

The photographer who made the group photographs of the traveling salesmen and members in attendance on the annual convention of the New York State Pharmaceutical Association at Newburgh asks us to state that the price of the smaller pictures is 50 cents and for enlargements \$1.50. The address of the photographer is W. C. Peck, 78 Water street, Newburgh, N. Y.

Grant J. Woolston, who is well known in Brooklyn, Long Island towns and the State of Connecticut as the Seabury hustler, dropped his professional grip, put on his cap and short pants, and hied him away to his old home at Cortland. He is back again with a brown hide and strengthened for the fight on the old lines.

BOSTON. Henry Spavin, of James W. Tufts' road force, reports business last month as being unusually good. Mr. Spavin went to Chester recently for a vacation, but could only remain away four days. He hopes to get the balance of his outing soon.

F. A. Partridge, who talks fountains for James W. Tufts, spent his vacation at Portland Harbor. He returned to work recently.

BUFFALO. The fall trade is opening with the traveling men, most of whom are taking the last of their vacations or are already on the road. They say the early trade was good, but are not able to size up business for the fall.

J. A. Graves, salesman for the specialties of Young & Smille, but who does not get this way often enough to be a burden, took in Buffalo during the second week of August.

Scudder's licorice took a stride forward soon after the arrival in Buffalo early in August of W. E. Barker, who is not very often in this vicinity.

George M. Trimble, who comes this way occasionally in the interest of the quinine goods of the Paris Medicine Company, has just paid this vicinity a lengthy and profitable call.

A. O. Rich, regular representative of the Smith Brothers' cough drops, but who is rather rare in his visits, has lately been through Buffalo with the usual satisfactory trade.

F. A. Weed, who sold a lot of college specialties to Dr. Gregory, dean of the Buffalo College of Pharmacy, is just back to business for Whitall, Tatum & Co., having been off the road since June.

The Charles E. Hires Company, of Philadelphia, sends us its accomplished salesman, J. M. Baird, who took a goodly amount of orders for the vanilla specialties of the company.

E. C. Stanley, who is rated as comparatively new with the house of D. R. James & Brother, began August in the Buffalo district and sold a lot of spices, extracts, etc., for the firm.

Miss Virginia Pope, who looks after the interests of the Philadelphia Bird Food Company in this vicinity, was considerably overdue in Buffalo at last accounts, but doubtless was reaping a harvest of orders somewhere else.

CINCINNATI. C. E. Chapin, the cigar salesman who, it is reported, skipped out recently with money belonging to the Stein, Vogeler Drug Company, has not yet been apprehended. He is supposed to have gone West.

F. A. Perry, representing the John Russell Cutlery Company, was in town last week.

Dr. John F. Haynes, one of the clever traveling salesmen employed by Schieffelin & Co., was here recently.

A commercial tourist who visited Cincinnati recently was George M. Smyth, representing John M. Maris & Co.

Max Fuchs, the well known manager of the Stein, Vogeler Drug Company sponge department, is in Paris just now.

Edward L. George, one of the best known traveling men on the road, was here last week in the interest of the Davor Rubber Company.

G. W. Corning, a clever salesman in the employ of Parker, Stearns & Sutton, was in Cincinnati this week taking orders.

W. F. North, the popular representative of George R. Gibson, was here recently taking orders for druggists' sundries.

Charles Bernstein, one of the best known traveling salesmen in the country, was here last week in the interest of Lasker & Bernstein.

George Eger, the veteran druggist, recently died at his home, 818 Dayton street, of rheumatism. He has been ill for several years and only recently returned from Hot Springs. He was one of the best known men in the city.

Mr. George D. Budde, the well known manager of the sundry department of the Stein, Vogeler Drug Company, has just returned from a business trip through Ohio. He called on many druggists, and they report business as in a most flourishing condition.

Dr. Louis Klayer has just returned from his annual vacation. He spent two weeks at the mineral springs in Adams County and was much benefited by his trip. Other druggists would do well to take an outing occasionally and forget business cares.

Prof. Charles T. P. Fennel has begun making arrangements for the next session of the Cincinnati College of Pharmacy. The institution is now on a firm financial basis, and this is due to the energy and ability of Prof. Fennel, who takes an active interest in the college.

J. B. Davis, the Ohio representative of the Seabury establishment, who has been enjoying an extended outing with Mrs. Davis in Kentucky, Tennessee and Mississippi, has returned to his work with renewed vigor, and his competitors will have to keep their weather eye open. He means business.

Edward Kraut, the well known young pharmacist, who is selling perfumes for a St. Louis concern, has received four offers to go West and travel for wholesale drug houses and manufacturing chemists. He is as yet undecided which offer to accept. Kraut is a hustler with a large H.

The Freeman Perfume Company, on Race street, has purchased an automobile, to be used in delivering packages. Incidentally it might be stated that the conveyance is proving a first-class advertisement, as it is usually surrounded by a curious crowd on the street. Others are talking of trying the same scheme.

CHICAGO. G. D. Searle, of Searle & Hereth, is away on a vacation trip. When he returns Mr. Hereth will leave.

J. H. Odbert, Chicago manager for Hance Bros. & White, has returned after an absence of one month. F. B. Perry, who represents the same office in Missouri and Arkansas, is in Chicago. W. M. Schroeder, Colorado representative, leaves on his Western trip this week.

The National Association of Merchants and Travelers, whose object is to bring merchants to Chicago, has opened its fall meeting. The headquarters are at 233 Fifth avenue. Members are granted special rates at hotels and a 1-1-3 rate for a round trip on all railroads.

ROCHESTER. Many of the commercial travelers are away taking their summer vacations in the mountains or at the lakes or elsewhere and gaining strength for the autumn campaign. But a few faithful ones remain on the road yet, despite the heat. Among those who have visited Rochester was F. E. Marvin, who comes from Colgate & Co. Mr. Marvin carries a fine line of goods and always secures a good list of orders.

O. J. Snow, of Syracuse, is in town to-day taking orders for the firm of C. W. Snow & Co.

Another July visitor was E. T. Green, of the Mallinckrodt Chemical Works. Mr. Green not only takes our orders, but he gets them filled with surprising rapidity.

Mr. Wright is in town to-day with a cheerful face in spite of the weather. He comes from Syracuse. Mr. Wright represents Billings, Clapp & Co., of Boston.

C. M. Badgley, the genial representative of Charles Pfizer & Co., New York, manufacturing chemists, spent the last week of July with the local druggists. Mr. Badgley always gets a large share of our orders.

Samuel J. Elliott, whose home is in Port Hope, Ontario, and who is New York State agent for the Trommer Company, of Fremont, Ohio, was married last June to Miss Mary Adelia Boggs, of Syracuse. Mr. Elliott is a brother of T. Henry Elliott, of Corning. Mrs. Elliott will travel with her husband for a year.

The Drug and Chemical Market.

Review of the Wholesale Drug Trade.

It should be understood that the prices quoted in this report are strictly those current in the wholesale market, and that higher prices are paid for retail lots. The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

New York, August 11, 1900.

TRADER in drugs, dyestuffs and chemicals has been fairly active since our last, but the bulk of the business has been of a jobbing character and the orders cover a wide range for distribution to interior points in many sections of the country. With the possible exception of some of the leading staples, such as opium, quinine, cacao butter and Eastern produce, the inquiry for original packages has been nil. The activity in quinine is referred to fully in our detailed review of the market, where mention is also made of other features of the market deserving of attention. From an importer's standpoint the market is far from satisfactory, as extreme conservatism is still observed by most buyers, who seldom order in excess of quantities that can be disposed of readily and soon. The price fluctuations of the period are not more than usually numerous and the tendency of the market is in favor of sellers, the changes that are occurring being in most instances of an upward character.

HIGHER.
Quinine.
Opium.
Cacao butter.
Bismuth preparations.
Cocaine.
Cuttlefish bone.
Damiana leaves.
Morphine.
Oil bergamot.
Oil camphor.
Oil citronella.
Oil sassafras.
Oil clove.
Dandelion root, German.
Rhubarb root.
Senega root.
Snake root.
Cassia, Chinese.
Thymol.
Nuttgalls.
Oleoresin malefern.
Celery seed.
Tin salts.

LOWER.
Balsam tolu.
Balsam fir.
Balsam copaiba.
Sassafras bark.
Oil anise.
Digitalis leaves.

FIRMER.
Manna.
Menthol.
Buchu leaves.
Cantharides, Chinese.
Carbolic acid.
Gentian root.
Sarsaparilla, Mexican.
Oil cassia.
Caffeine.
Gum tragacanth.
Messina essences.
Cod liver oil.

DRUGS.

Alcohol is maintained steadily by the Trust producers at the range of \$2.37 to \$2.39 for grain, as to quantity. Wood is firmer, though without quotable change in price, 75c. being named for 95 per cent.

Arnica flowers are firmer in view of recent strong advices from primary points, and while sales are making in some quarters at 9½c., 10c. to 10½c. is the popular quotation. The tendency is

upward, owing to prevailing conditions abroad.

Balsams are in slow demand and the market is devoid of new features of interest. Values for nearly all varieties are a shade lower, tolu being noticeably weak at 27 to 29c. We quote copaiba, Central American, at 34 to 36c, and Para, 40c to 42c. Peru is in fair jobbing demand at \$1.25 to \$1.30, and holders of fir, Canada, name \$2.10 to \$2.25 as acceptable.

Buchu leaves, short, continue scarce, and prime green do not now offer below 18c, though some yellowish might be had at less, say 15c to 17c. Long receives little attention at the moment, and quotations are largely nominal at 18c to 20c.

Cacao butter is decidedly firmer and values have advanced sharply, the spot quotations for bulk now marking the extreme range of 41 to 42½c, at which holders offer very sparingly. Boxes held at 45 to 47c.

Caffeine is maintained steadily at the quoted range of \$4 to \$4.25, with the tendency strongly upward in view of the present scarcity of raw material.

Cannabis indica is in improved position and 80c. is now generally quoted.

Cantharides, Chinese, are scarce and the small available supply is closely concentrated, with nothing now offering below 50c.

Cinchonidine continues in firm position and recent sales have been at manufacturers' quotations, or say 32c.

Cocaine continues scarce and firm for both the muriate salt and crude. Holders are indifferent sellers at the market range of \$4.75 to \$4.95 for bulk.

Cod liver oil, Norwegian, is attracting slightly more attention, though the usual summer dullness is still a feature of the market. Foreign markets are reported higher and holders are firmer in their view, with the quotations of the market \$23 to \$28, as to brand and quantity.

Colocynth apples are in active jobbing demand, and the market has a strong undertone, with holders quoting firmly at 40c to 42c for prime Trieste and 42c to 45c for selected.

Cubeb berries continue in good request, and holders are firm in their views at 13c to 15c for whole and 15c to 16c for powdered.

Cuttlefish bone, jewelers' large, is again scarce and held at an advance; 85c being now named. Small is firm at 35c.

Digitalis leaves are offered more freely at a slight decline from previous values, a falling off in demand and accumulations of stock being responsible for the easier feeling; quoted 10c. to 12c.

Ergot continues scarce, and values are well sustained at the quoted range of 50c to 55c for German and 65c to 75c for Spanish.

Malefern oleoresin has been advanced to \$1.50 per pound.

Manna is not coming forward in any quantity, and the available supply of small flake is held at an advance to 32c to 33c. Large is quotably unchanged.

Menthol is moving into firmer position, recent large sales giving the market a steadier tone, and small lots only are offering at the range of \$2.60 to \$2.70.

Morphine is higher in sympathy with opium, manufacturers announcing an advance of 10c per oz.

Opium, which advanced sharply in price as we went to press with the last issue, has maintained its firm position, though the demand has continued light and unimportant, and no new developments are reported from Smyrna, where the market has ruled quiet after the heavy business previously reported. Recent unfavorable advices regarding the crop in India serve to strengthen the views of holders, who anticipate a heavy demand for the Turkey variety. While \$3.37½ is the lowest open quotation for single cases, it is intimated in some quarters that this figure might be shaded on a firm bid. Broken packages offer within the range of \$3.37½ to \$3.50, but very little interest is extended and no sales of consequence are reported. Powdered is held and selling at \$4.20 to \$4.40.

Quinine remains the central feature of a comparatively tame market. Interest in the drug has been accentuated by the receipt of cables announcing a shortage in the shipments of bark from Java, there being a falling off amounting to 160,000 kilos for the month of July, 1900, as compared with the shipments for the corresponding period of last year. Following the advance reported in our last domestic manufacturers announced on the 2d inst. a further advance of 2c, making the lowest quotation for bulk 37c; 50 ounce cans, 37½c, and 5 ounce cans, 39c. The agents of foreign manufacturers are still accepting orders at 35c, and it is thought that no change in price will be announced for foreign bulk until after the London bark sales on the 14th inst. There has been considerable business of a speculative character, and among other transactions we hear of a sale of 6,000 ounces of German at 35c. Java is held firmly upon the basis of 35c to 36c.

Senna of the various grades has been in active jobbing demand, and the market is firmly sustained upon the basis of 7½c to 14c for Tinnevely as to quality and 10c to 12c for Alexandria.

Santonin crystals prices have been advanced by the manufacturers to the range of \$3.80 to \$3.90 as to quantity. Powdered is quoted 10c higher.

Sugar of milk continues in good request, most of the output finding its

way into channels of consumption on contract orders at the range of 10c to 13c for powdered, as to quality and quantity.

Thymol continues in limited supply, and holders have further advanced quotations to \$3.50 to \$3.75.

Tonka beans are higher for the Para variety, 30c to 35c being now asked as to quality. The available supply is small and closely concentrated.

Vanilla beans are finding moderate sale in a jobbing way, and values are steady at \$9 to \$12.50 for whole Mexican and \$7.75 to \$8 for cut.

DYE STUFFS.

Cutch remains quiet, but the tone of the market is steady at 5c to 6c for bales and 5c to 10c for bales.

Divi Divi is maintained steadily at \$55 to \$60, and sales are making at this range.

Gambler has shown considerable action during the fortnight, with business to the extent of 1,500 tons reported at the range of 3¼c to 3.85c. Store quotations are higher, with sales making upon the basis of 4c to 4¼c as to quality and quantity.

Nutgalls, Blue Aleppo, are firmer and higher, owing to scarcity, with recent sales at 26c to 27c, and the market is quoted strong upon this basis.

Turmeric continues to offer, and sales are making at 4¼c to 6c.

CHEMICALS.

Acetanilid continues in good demand, and values are steadily maintained at 24c for barrel lots.

Bismuth preparations have fluctuated considerably since our last, in sympathy with the metal, which advanced 50 per cent. on the 24th ult. Values were irregular and unsettled for several days, but manufacturers have since settled their differences, and agreed upon the following uniform scale of prices: Citrate, \$2.20 per pound; ammonia-citrate, \$2.15; nitrate, cryst., \$1.45; oxide, hydrated, \$2.65; oxychloride, \$1.90; salicylate, \$2.05; subcarbonate, \$1.90; subiodide, \$3.40; subnitrate, \$1.70; subgallate, \$1.80.

Blue vitriol is meeting with a good consumptive demand, and values are sustained with considerable firmness in view of the stronger position of the metal. Quoted 5c to 5¼c.

Carbolic acid is moving into stronger position, owing to improved demand and slight scarcity. While our quotations still represent the market range most holders are disposed to ask a higher figure for crystals in bottle, 30c being named in some quarters.

Chlorate of potash is steady and in fair demand, with sales at 9c to 10¼c for both crystals and powdered.

Cream tartar is passing out to the trade in fair volume, and manufacturers' quotations for powdered are well maintained at 23¼c to 23½c, the inside price for lots of 5 barrels.

Epsom salt is steady and in good demand, with sales at 90c to \$1.25 as to quality and quantity.

Formaldehyde has been in good demand, with numerous sales at 16c to 17c for bulk as to quality and quantity.

Glauber salt is selling in moderate quantities at the range of 70c to 95c, the inside figure being named for car-load lots.

Iodine preparations were similarly affected with bismuth, and values were quoted irregular for several days. The market now has a more settled appearance, and prices have been restored to the former range.

Citric acid is offered a shade more freely with the advance of the season, but manufacturers' quotations are yet steadily maintained at 40c to 40¼c for barrels and kegs, respectively.

Mercurial preparations are without new or interesting feature. The market is dull at the quoted range of 41c to 42c for blue pill, 83c to 85c for calomel, 74c to 76c for corrosive sublimate, 47c to 48c for ointment one-half, 38c to 39c for one-third, 93c to 95c for red precipitate and 98c to \$1 for white. The iodides of mercury are quoted \$2.35 for red and \$2.10 for yellow.

Quicksilver is well sustained at 67½c to 68c, with sales at this range.

Stannous Chloride has advanced to 22½c to 24c for crystals in consequence of the higher cost of metal.

Tannic acid is higher in sympathy with the increased cost of crude material. Powdered is now held at 43c to 50c and crystals 77½c to 80c, as to quality and quantity.

Tartaric acid is without quotable change, but the demand is of an indifferent character.

GUMS.

Arabic of the various grades is in slow demand, only a small jobbing trade being reported at the range of 45c to 55c for first picked, 32c to 40c for second and 14¼c to 15½ for sorts.

Aloes are attracting only moderate attention, but values are well sustained on the basis of 3¼c to 4c for Curacao, 6¼c to 7c for Cape and 20c to 23c for Socotrine.

Asafoetida is selling fairly in a jobbing way at the range of 18c to 23c as to quality and quantity.

Benzoin is weak and irregular in the face of a limited inquiry. Sales of average quality gum have been made during the interval at 27¼c, but 30c is generally named.

Camphor does not vary either in price or demand. Values continue well sustained at the quoted range of 59¼c to 60c for barrels and cases. Japan tablets and slabs held at 61c to 62c. The tendency of the market is toward a higher range.

Senegal is meeting with a satisfactory jobbing inquiry, and parcels have changed hands during the fortnight at 15c to 25c and 13c to 14c for picked and sorts, respectively as to quality.

Tragacanth is firmer, though without quotable change in price. First Aleppo held at 60c to 70c; second, 50c to 60c, and Turkey, 75c to 85c, and 50c to 55c for first and second grades, respectively.

ESSENTIAL OILS.

Anise has receded a notch since our last, and now offers at \$1.65 to \$1.70, with intimations that less might be ac-

cepted on a firm bid, but the inquiry is confined to jobbing parcels, and no large sales come to the surface.

Bergamot is still tending upward, and recent sales of Sanderson's have been at \$2.40. Other brands are maintained with exceptional firmness at \$2 to \$2.30.

Cassia has sold very irregularly during the interval, fluctuating from \$1.05 early in the week to 85c later on. At the close values appeared to be steady at the range of 95c to \$1 for 75 and 80 per cent. oil, but the demand at the moment is of limited proportions.

Camphor is hardening perceptibly in sympathy with a firmer market for crude gum, and values have marked a fractional advance.

Clove is maintained firmly at the recent advance to 57½c to 60c.

Lemon, Orange and other Messina essences are in steady position, with an upward tendency, owing to strong reports from primary markets.

Pennyroyal is in good jobbing demand, with recent sales on the basis of \$1.35 to \$1.50, the inside price for French oil. A higher market is anticipated in view of the limited supply.

Peppermint continues dull. New York State oil is held at 90c to 95c and H. G. H. \$1.15 to \$1.20.

Sassafras is offered with some reserve, the available supply being small. Values are practically higher for both natural and artificial, the former being now quoted at 36c to 38c and the latter 32¼c to 34c.

Wintergreen remains quiet at nominally unchanged prices.

ROOTS.

Dandelion, German, is fractionally higher, 10c to 12c being now named, but the business passing is of limited volume.

Golden seal is easier in the face of a limited demand, and we hear of sales at 47¼c, though 50c is generally quoted.

Sarsaparilla, Mexican, is well sustained at the quoted range, though there is an absence of any important demand.

Senega has hardened materially in the interval, and spot quotations are 1c higher, 30c to 32c being now named, though one large lot of Western is reported to have changed hands at 28c. New Manitoba root is offered for forward delivery at the last named figure.

Snake is scarce and firmer at 20c. to 32c.

SEEDS.

Coriander has advanced to 3c to 3¼c, and 3¼c for natural and bleached respectively. The available supply is somewhat limited, and this, coupled with a good demand, accounts for the appreciation in values.

Hemp, Russian, costs more to import, and the spot market is perceptibly firmer, 2¼c to 2½c being named for ordinary lots.

Millet has eased off a few points, and holders now accept 1¼c to 1½c.

Mustard offers more freely, and values are a shade lower, owing to lack of demand and more favorable crop reports. Values are largely nominal.

Hints To Buyers.

Apenta water is sold on its own merit as an aperient water at a price which enables the dealer to make a fair profit. Write the United Agency Co., 503 Fifth avenue, New York, for a pad of useful and attractive wrapping paper, which will be sent free of charge.

The sale of Wine of Cardui increases steadily, a fact which is due in part to liberal advertising, and in part to the merit of the preparation. The Chattanooga Medicine Co., Chattanooga, Tenn., who are the proprietors of this remedy, wish to secure the hearty co-operation of the retail druggist, and make liberal concessions in order to do it. Write them for a lot of their attractive advertising matter for gratuitous distribution.

A special drive in shop bottles is being made by the Dawes Mfg. Co., Pittsburgh, Pa. Write them for quotations if you wish to obtain a new set of bottles cheap.

A good port wine is not easy to find—if you don't know the old Duroy port wine. If you do know it you will keep on buying it. If you don't know it you should write for a free sample (charges all prepaid) to the Duroy & Haines Co., Sandusky, Ohio, mentioning the AMERICAN DRUGGIST.

Invest \$2.55, realize \$7.20. The Klondike could not do much better than this as a matter of percentage of profit on your investment. It is the Giant Chemical Co., of Philadelphia, which makes this offer. Write them for particulars, mentioning the AMERICAN DRUGGIST.

Druggists who have suffered from the inroads of the department store should bear in mind the attitude taken by Hearn, of New York. This is a big department store, but it sticks to legitimate dry goods. Out of town druggists can show their appreciation of Hearn's attitude by patronizing his mail order department, and both New York City and out of town druggists can do so by commending Hearn to all their acquaintances.

A summer school of pharmacy has been opened by the Illinois Medical College at Chicago, which offers an opportunity for study for those who can best leave their business during the dull summer months. For full particulars regarding the courses, cost and degrees our readers should address Dr. Heman H. Brown, 103 State street, Chicago, mentioning the AMERICAN DRUGGIST.

A series of interesting pictures of famous horses will be sent free of charge to druggists who mention the AMERICAN DRUGGIST when writing to the Lawrence-Williams Co., Cleveland, Ohio, for a set.

If you have any unsalable proprietaries you should send a list of them to E. J. Moore, 216 Front street. He may be able to make you a good offer on them.

Murine is rapidly making itself popular among physicians. Its value in the treatment of diseases of the eye is becoming more and more widely recog-

nized. The manufacturers offer special inducements to enterprising druggists to stock it. Write them for particulars, addressing the Murine Co., 1023 Masonic Temple, Chicago, Ill.

D. Needham's Sons, Chicago, Ill., will, upon application, supply you with attractive advertising matter bearing your own imprint and telling of the virtues of their extract of red clover blossoms. These preparations (they make both a solid and a fluid extract) are thoroughly established in the good graces of the public, and are steady sellers. Write Needham's Sons to send you some of their advertising.

Write to Mariani & Co., 52 West Fifteenth street, New York City, and they will send you a supply of most interesting and attractive cards, etc., for gratuitous distribution. When writing, mention the AMERICAN DRUGGIST.

Geo. E. Evans, 3 East 14th Street, has the sole agency in the United States for a number of European druggists' sundries, without which no druggist's stock is complete. His agencies include the goods of Low, Son & Hayden and W. R. Tilbury & Co., of London; Hindes, of London and Birmingham; the Société Hygienique, P. Masse and Louis Dehamme, of France, and of Hutchinson & Co., of England, France and Germany. Before stocking up on sundries be sure to correspond with Mr. Evans at the above address, mentioning the AMERICAN DRUGGIST.

The Kelsey Press Co., Meriden, Conn., offer presses and type, suitable for the use of druggists who wish to do their own printing, at a very low cost. Write them for catalogue, mentioning the AMERICAN DRUGGIST.

Automobiles and Druggists.

Although not in a position to maintain a column devoted to "Automobilisme," as our French contemporary, "La Pharmacie Laborieuse," does, we are still able to chronicle the doings of an occasional automobilist among the ranks of the drug trade. Arthur C. Searles, ex-president of the Alumni Association of the New York College of Pharmacy, made his appearance in an automobile at the annual meeting of the alumni a few weeks ago to the evident consternation of his humbler associates, while A. M. Robinson, of Bangor, Me., the former president of the Maine Association and vice-president of the National Association of Retail Druggists, has surprised the good people of his city by tooling about in a locomobile runabout of the gasoline type. Mr. Robinson enjoys the greater distinction of possessing the first automobile to be owned in Bangor. The carriage was built in Tarrytown, N. Y., gasoline being its motive power, and it is of the same type as the automobile which won the great handicap race in Paris a few days ago.

Buy on Test.

The growing popularity of lime juice at the soda counter renders its selection an item of importance. Other things being equal, the value of any lime juice depends upon the amount of citric acid contained in it. This can readily be determined by any pharmacist, and this is what Evans & Sons, Limited, desire all pharmacists to do—viz., test before buying. They claim

that their Montserrat lime juice is of a better flavor, and keeps better than other brands. These claims the druggist may doubt, as they are to a certain extent a matter of opinion; but they also claim that their brand is stronger in citric acid contents, and this any druggist can easily determine for himself. If the druggist will make this test and govern himself accordingly they are satisfied that he will buy their brand, because, taking the citric acid contents into consideration, it is the cheapest. It can be had of all jobbers.

For Spanish Speaking Students.

The Philadelphia College of Pharmacy celebrates the issuance of its eightieth annual announcement by publication in two languages—Spanish and English. We suppose it is as much a recognition of the community of interests of our island possessions as of the position which the Philadelphia College of Pharmacy now holds among the pharmaceutical colleges of the country that prompts this marked evidence of progression. The Spanish edition of the announcement bears the legend: "Folleto anual octogésimo del Colegio de Farmacia de Filadelfia. Direccion: 145 North Tenth Street, Filadelfia, E. U. A., 1900." Prospective pharmacy students in Porto Rico, Cuba and the Philippines please take notice.

Bright's Disease.

A very beneficial influence is exerted in Bright's Disease, where there is a waste of albumen, by the continued administration of cystogen in five-grain doses every three or four hours. It soothes the inflamed kidneys and retards the waste of albumen and the destruction of tubules. In cases of recent origin the specific gravity rises to normal, and the color of the urine resumes its characteristic richness. Pharmacists will be furnished free specimens and literature on applying to the Cystogen Chemical Co., St. Louis, Mo.

From the Cradle to the Grave.

All maladies from infancy to old age are covered by the series of Dr. Humphreys' Specifics, and so there is no dull season in the sale of these goods.

"77" for Grip and Colds sells better in the winter, and Nos. 4 and 6 for summer complaint this time of year, so that it behooves the wide awake druggist to always keep up his stock of Humphreys' Specifics; keep his cabinet or sign displayed, and some nice, clean, manuals of directions on the counter. They are sent free on request. Address the Humphreys' Medicine Co., New York, mentioning the AMERICAN DRUGGIST.

Seasonable Seller.

Now is the time to prepare for the harvest of malaria which the summer tourist brings back home with him. The J. C. Ayer Co., Lowell, Mass., are pushing their malaria and ague cure—an improved form of an old-time favorite—and wish the druggist to profit by their work in this field. Send an order, a small one will do, to your jobber, cut out, fill in the blank, which appears in the Ayer advertisement on another page, mail it to J. C. Ayer Co., Lowell, and you will receive an answer that will agreeably surprise you.

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and Pharmaceutical Record.

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OUR CONVENTION NUMBER.

The three most important trade meetings of the year—the meetings of the National Association of Retail Druggists, the National Wholesale Druggists' Association and the Proprietary Association of America—will be held next September. At these meetings will be presented reports showing the practical results achieved by the tripartite plan to stop cutting and suppress substitution, which is about to be put into operation. Full reports of these meetings, together with special matter of exceptional value touching the subjects named, will appear in an extra number of the AMERICAN DRUGGIST published on September 25.

This convention number will be of the greatest possible value as an advertising medium, both on account of the interesting character of its contents and of the large circulation which it will have. A copy of it will be placed in the hands of every well-rated druggist in the United States, and of every wholesale druggist in Canada, Mexico, Central and South America, Australia, New Zealand, Cuba, Porto Rico, the Philippines and the Hawaiian Islands. Not less than 25,000 copies will be issued. The rates for advertising in this convention number are as follows:

One page.....	\$60.00
One-half page.....	35.00
One-quarter page.....	20.00
Insert—Two pages.....	60.00
" Four pages.....	80.00
" Eight pages.....	125.00

The choice positions in the advertising pages will go to the first applicants for space, and in view of this it will not be necessary for us to urge early application upon the part of prospective advertisers.

DR. LOCHMAN DEAD.

IN the death of Dr. Charles L. Lochman, which occurred at his home in Bethlehem, Pa., on August*15, at the age of 78, American pharmacy has suffered a great loss. Dr. Lochman's work in growing authentic specimens of botanical drugs and in making good photographs of the live plants was along most original lines, and the results were of great value. He was a pioneer the value of whose work was not so widely appreciated as it deserved to be. His name has become best known to drug-

gists through the book of printed labels compiled by him, each label bearing a brief description of the drug, its properties, doses, etc.

THE MISSOURI MUDDLE.

THE Missouri muddle accentuates the crying need for the exercise of great care both in making and in amending pharmacy laws. Nearly all the pharmacy laws now in force were drafted by pharmacists, and while the intent of the framers of the law has always been laudable, the result in many States has been far from satisfactory. In New York State we have had a most heterogeneous collection of laws administered by three or, at one time, four boards, and while we have now done away with the worst feature, the multiplicity of boards, we still have a law full of inconsistencies and far from perfect.

The trouble in Missouri has previously been referred to in our news columns. To fully understand the situation it is necessary to read the two conflicting sections of the laws as they now stand on the statute books of the State of Missouri.

The Thirtieth General Assembly amended Chapter 58, Revised Statutes of Missouri, by adding a new section thereto, to be known as Section 4625a. The Revision Committee of 1899 did not revise the old chapter, but simply re-numbered it and added the Thirtieth General Assembly amendment. The State Board of Pharmacy now is at a loss to know what to do, and requested the Attorney-General of the State to render an opinion as to which section the board should register applications under—namely, section 3037 or 3052.

The Attorney-General, in his reply, took the ground that both sections of the law remain in force. Section 3037 simply providing who may compound and dispense physicians' prescriptions, while Section 3052 provides for examination by the Board of Pharmacy.

The first section referred to, which

is a portion of the laws of 1889, reads as follows:

Sec. 3037. Registered Pharmacists to Compound, etc.—Physicians may Register.—Penalty.

It shall be unlawful for the proprietor of any store or pharmacy to allow any person, except a registered pharmacist, to compound or dispense the prescriptions of physicians, or to retail or dispense poisons for medical use, except as an aid to and under the supervision of a registered pharmacist: Provided, that nothing in this chapter shall be construed to require any physician duly authorized to practice medicine in this State to submit to an examination as a condition precedent to a license as a pharmacist, but that the same shall be issued upon the presentation of his diploma as a physician. Any person violating the provisions of this section shall be deemed guilty of a misdemeanor, and on conviction thereof shall be liable to a fine of not less than twenty-five dollars nor more than one hundred dollars for each and every offense. (R. S. 1889.)

As will be observed, this section gives the physician the right to register without examination. This clause was, of course, very objectionable to the pharmacists of Missouri, and it was only after many years of strenuous effort that they were enabled to secure the passage of an amendment intended to prevent the registration of physicians without examination, and which has, until lately, been so construed by the board. The section in question follows:

Sec. 3052. Examination by Board of Pharmacy.—The said Board of Pharmacy shall, upon application, and at such time and place and in such manner as they may determine, examine every person who shall desire to conduct the business of selling at retail, compounding or dispensing drugs, medicines or chemicals for medicinal use, or to compound and dispense physicians' prescriptions as pharmacists; and if a majority of said board shall be satisfied that said person is competent and fully qualified to conduct said business, they shall enter the name of said person as a registered pharmacist in the book provided for in section 3039 of chapter 23 of the Revised Statutes of Missouri, 1889. Provided, that the Board of Pharmacy, in conducting examinations under the provisions of this section, shall not be permitted to inquire into the source of information of any applicant, but shall subject all applicants to the same examination, and require of all the same degree of efficiency. Provided that nothing herein shall affect the rights of those who are now legally registered pharmacists. (Laws 1895, p. 169.)

The crux of the matter seems to lie in the omission from the amendment of that very important portion of any amendment to an existing statute—viz., a clause repealing all acts and portions of acts which conflict with the amendment.

Notwithstanding the adverse opinion of the Attorney-General the Missouri

Board of Pharmacy is not yet granting certificates of registration on medical or college of pharmacy diplomas. The Committee on Legislation of the Missouri Pharmaceutical Association has employed a competent lawyer to carefully consider the law and furnish an opinion upon it. If he decides that the board can properly defend themselves in the stand they have been taking—namely, that of registering only on examination—they will continue as they have been doing, which will certainly result in the law being tested in court.

All the better elements of druggists in the State are enthusiastically backing up the board, and quite a sum of money has been promised in case it becomes necessary to test the law in court. In the meantime the board is not recognizing any diplomas, but they explain to the applicants that they are waiting a few days until they get a legal opinion on the subject.

No better example could be found of the need of the greatest possible care and the use of the best available legal skill in the drafting of laws or amendments to laws. It is to be hoped that the oversight will not prove to have nullified the amendment, but we very much fear that the opinion expressed by the Attorney-General will receive the indorsement of the courts. In their efforts to uphold the intent of the law the board should have the most vigorous support of every registered pharmacist in the State of Missouri.

UPON A CERTAIN CONDESCENSION TOWARD PHARMACISTS.

HOWEVER much we may feel the conscious superiority of special knowledge there is in polite society and in polite literature a certain air of condescension toward pharmacists that cannot but be irritating to those who have a pride in their calling and in the special knowledge which removes the followers of that calling from the category of the small shop keeper to something like a professional standing.

Shakespeare did the pharmacist an irreparable injury when he described the lean and hungry apothecary of Mantua, for his description, no doubt accurate for the particular time, place and individual, has come by repeated quotation and consequent familiarity to indicate to the public something of the character and standing of the pharmacist of the present time.

It is no doubt true that now, as then, there can be found pharmacists who would be willing to sell poisons in contravention of law—and it is of interest

to note, in passing, this early reference to a poison schedule—but we must protest and protest vigorously against the unjustified assumption that the pharmacist of the present day is in any wise akin to Shakespeare's character. The gulf that separates the two is as wide as that which yawns between Shylock and Rothschild or which separates Dogberry from Chief Justice Marshall.

Dealing with the public direct in the sale of small things there has been a somewhat natural tendency to class the pharmacist with other petty traders, such as the corner grocer, the "delicatessen handlung" and the confectioner. Most unfortunately for the standing of the pharmacist generally there are a sufficient number of stores conducted on the "cheap john" plan to lend some color to the implied accusation that the pharmacist is not entitled to any more consideration at the hands of the public than is any other small retail dealer.

The public at large, however, is beginning to recognize that something more than merely commercial training is required of the man who holds the means of life or death in his hands. The spread and more rigorous enforcement of the pharmacy laws is doing something both toward elevating the character and attainments of those engaging in pharmacy and in forcing upon the public attention the just claims of pharmacy to recognition as a semi-professional calling. Interesting evidence that the professional status of pharmacists is recognized is furnished in the recent publication by the University of the State of New York of an admirable and most complete monograph on the subject of pharmaceutical education and legislation as one of a series of monographs on professional education.

When it was possible for an unsuccessful grocer or a disappointed horse shoer to open a drug store it was perfectly natural for the public to look deprecatingly upon the pharmacist's claim to professional recognition. But now, when no one can open a drug store without undergoing an examination as to his technical knowledge, and when the standards of requirement are being steadily advanced and rigidly adhered to, it is but fair that the public attitude of condescension should give way to a recognition of the fact that the pharmacist is a man of special learning and skill, and entitled to that consideration and respect which knowledge should ever receive.

An Up to Date Journal.

Inclosed you will find an express order for the amount of my subscription to your up to date journal.

R. M. Jackson.

New Glasgow, N. S.

[Written for the *American Druggist*.]

Filtration in Galenical Work.

A TALK ON FILTRATION AND PERCOLATION BY THE USE OF COTTON AND SPONGE.

A Plea for the More Extended Use of These Filtering Mediums, Together With Notes on the Manufacture of Syrup by the Cold Process.

BY W. A. DAWSON.

New York City.

ALTHOUGH the use of cotton and sponge as filtering mediums is known theoretically to most pharmacists, the practical use of these substances in filtering operations is not so extensive as it should be. For general purposes of filtration in the pharmacy, cotton is much more effective and far cheaper than the universally used paper filter, and when its virtues are properly known, it will supersede the paper filter in general use. The one trouble with cotton is that it requires a little practice to learn the knack of packing it, or rather the knack of not packing it.

In most operations it is simply inserted into the neck of a funnel or percolator and the liquid requiring filtration allowed to run through it.

The Knack to Be Acquired

is how to place it there, in a way that filtration will be rapid and complete. The degree of firmness with which the cotton may be packed depends generally upon the viscosity of the fluid to be filtered.

Beginners invariably wad or pack the cotton too tightly. For watery or hydro-alcoholic solutions the cotton should be placed as loosely as possible in the neck of the funnel. Just firm enough so that it will not run through when the liquid is poured on it. With light alcoholic or ethereal liquids it may be packed more firmly.

The Kind of Cotton to Use.

Only the finest quality of long staple Absorbent Cotton should be used, as the short fibered "linty" cottons are unfit, on account of some of the lint passing through into the filtered liquid. Keep a roll of it in a drawer, where it will be protected from dust, handy to your laboratory work table. Let it lie in the drawer, partly unrolled, the end of the roll to the front of the drawer so that it will require but a motion to pull the drawer partly open and snatch the requisite amount of cotton from the end of the roll.

Filtering Paregoric.

Let us say, for example, you have a half gallon of paregoric to be filtered. Take a glass funnel, it will probably be one of one or two quarts capacity, pull open your cotton drawer, there lies the cotton, the unrolled part lying out straight with every fiber straight as well, just as it came from the carding machine.

Now with thumb and forefinger pull off a piece that you judge will fit the neck of the funnel. Pull it off with a straight pull, gently, so as to not disarrange the lay of the fibers, either in

the piece you pull off or the roll in the drawer. Drop the piece of cotton into the funnel at once, without further handling. Don't roll it, or press it, pinch it, or wad it up, but with the point or butt of your lead pencil or the end of a glass rod, press it gently down into the neck of the funnel. Treat it just as though it were a patch of cloth, placing your pencil in the center of it when you press it down, leaving the edges to stick up aways into the body of the funnel.

Now you see, as you withdraw the pencil, that the cotton lies in the neck of the funnel like a thick little filtering bag; the apex of the bag lies in the neck of the funnel and the edges of the bag project up into the body of the funnel. Every fiber of the cotton lies as straight and loosely felted as when it came from the carding machine. How far the cotton is allowed to project up into the body of the funnel will depend upon the amount and fineness of dregs in the liquid to be filtered. The more dregs, the more cotton in the body of the funnel. This mass of cotton loosely sticking up in the liquid in the funnel catches the dregs upon its outer fibers and prevents them from getting down into the more constricted cotton in the neck and choking up the filter.

In the case of paregoric, it need project but slightly, as the amount of dregs is small. If you have used too little cotton, when you pour your liquid in the funnel, the plug of cotton will either float up out of the neck or be pushed through into the receiving bottle, and the knack to be learned is to use just enough cotton to hold and do the work and no more—thus making a rapidly acting filter.

All this takes a great many words to tell, but a filter can be thus prepared in a fourth of the time that it takes to fold a paper filter.

Filtering Prescriptions.

I make a practice of filtering through cotton every prescription that I prepare, that is, clear solutions or a mixture. Every salt contains some dust or dirt, and unless solutions of salts are filtered you will be able on holding the bottle up to the light to detect specks of dust floating in the liquid.

For this work I use the long pointed chemical funnels. I have a half dozen or so of various sizes, from one to sixteen ounces capacity, that are used only in prescription work; the stems fit prescription bottles from half-ounce up. The cost of them is not great, and they save far more than their cost in time, aside from the cleanliness resulting from their use.

A Case in Practice.

For example, here is a prescription to be prepared:

℞ Potass. bromidi,each 31iss
Chloral. hydratis
Aque.q. s. ad. ʒij

Sig.: Tablespoonful at bedtime.

Take a two-ounce prescription bottle. Select a long pointed funnel to fit it. The capacity of the funnel will be two or three ounces. Insert cotton in the neck of the funnel. Weigh out your two salts and throw them in the funnel on top of the cotton. Pour on two ounces of water and proceed to write the label. By the time that is done the prescription will be finished and filtered. Sometimes you may have to insert a wooden toothpick into the neck of the bottle to allow egress of air, if the funnel stem fits too tightly. Here is another example:

℞ Zinc. acetatis, }each gr. x
Acid. tannici }
Aque. destillataʒiv

M. fiat injection.

Insert a funnel in a four-ounce prescription bottle, with the cotton placed as before. Weigh out the zinc salt and dissolve in an ounce of water and filter it into the bottle. When it has passed through, run an ounce of water through to wash out the filter. Then dissolve the tannic acid in the remaining two ounces of water and pour this on the filter. While it is running through gently agitate the bottle with a circular motion. The resulting solution will contain the zinc tannate as a finely divided flocculent precipitate, and the resulting mixture will be free from specks and lumps. The well-known zinc sulphate and lead acetate injection is prepared in the same way.

For Filtering Stock Solutions.

Stock solutions may be quickly made by throwing the salt in a funnel or percolator prepared with the cotton filtering plug. Potassium iodide, for instance, "one in one," each fluid drachm containing a dram of the salt. How much does your stock bottle hold? Eight ounces? Well, it is liable to hold a trifle more, so just carefully measure out eight fluid ounces of water and pour it into the bottle. Then with a file scratch the exact measure on the bottle. So when your bottle is empty you can take eight troy ounces of potassium iodide, throw it in a funnel, and pour on distilled water until the salt is dissolved and the solution reaches the neck. No trouble, no cracked glass mortars, and the solution is crystal clear. By the way, the number of glass mortars that have been cracked by solutions of potassium iodide and other cold producing salts must be something enormous. I have never met a junior clerk yet but had cracked one or more in this way, some time in his career; it seems to be one of the ancient landmarks in their experience.

The Selection of Funnels.

In buying funnels or percolators, select those having a large opening where the neck joins the body. Some percolators—those having short wide, rather conical stems—are better adapted for cotton filters than the ordinary glass funnels, since they allow room for a larger plug of cotton, and therefore give a greater filtering surface. If you have any old glass funnel with the stem

broken short, don't throw it away, for it will make a first rate filtering funnel.

A Hint for Glassware Men.

If manufacturers would make glass funnels and percolators with a slight bulb in the neck, just below the body of the funnel or percolator, it would be a great improvement over the old style vessel for filtering and percolating operations. A bulb about the shape of that on a calcium chloride tube would be just the thing for holding the cotton or sponge.

For Filtering Large Quantities Rapidly

It is sometimes best to insert a diaphragm in the funnel and place a layer of cotton over that. This gives a larger filtering surface. The diaphragm may be of wood, metal or glass, properly pierced, according to the nature of the liquid. The layer of cotton should be of the thickness of the "batt" of a quarter or half-pound roll of absorbent cotton, roughly cut, with scissors, in a circle a little larger than the diaphragm. After placing the cotton in position it should be covered an inch in depth with washed gravel, to hold it in place.

Sponge the Thing for Syrups.

For filtering or percolating syrups, sponge is the thing.

I use the small bleached reef sponges that are sold as slate sponges, and buy them by the case. The last case contained 500 pieces, and cost \$3.50. When the case came in I went through it, and picked out all the sponges that were suitably formed for filtering or percolating. Those that were left were put into stock and sold at one and two cents each for slate sponges. The proper shape of sponge for percolating or filtering is conical. About the shape of a lump of drop chalk, but larger. How much larger depends on the size of the funnel or percolator. To prepare a percolator or funnel, a small pair of steel pincers, five or six inches long, are needed.

Treatment of the Sponge.

The sponge, as I said before, should be conical. Wash it well in clean water and squeeze it out, then roll it in a towel and squeeze again. This leaves the sponge moist and pliable. Now with the sponge pressed between the thumb and fingers, insert it point down into the neck of the percolator three-fourths of its length, leaving one-fourth of it—the butt or larger end—sticking up into the body of the percolator. The sponge should be large enough to sit firmly in the percolator neck, but not so tight as to constrict the cells much. You will probably have to twist it some in getting it down into place, so with your pincers inserted up into the lower orifice of the percolator, catch hold of the apex or point of the sponge and untwist it until it is perfectly straight.

The Nature of the Sponge.

The reason for this is that when alive the organism of which the sponge is a skeleton is constantly taking in water at its base, and discharging it through its surface by the many cell like channels that make up its so-called pores. Therefore all filtration through sponge is easiest and best conducted by passing the liquid to be filtered

through these channels naturally, from base to point, and the less these channels are twisted or constricted the easier the filtration.

In Percolating Syrup

use cut loaf sugar. It does not mat down in a mass, as granulated does, and it is free from bluing.

Syrups by percolation is made optional in such of the U. S. P. syrups as are made by dissolving sugar in the medicated menstruum—viz.:

Syrupus.
Syrup. Orange.
Syrup. Orange flowers.
Syrup. Lime lactophosphate.
Syrup. Hypophosphites.
Syrup. Ipecac.
Syrup. Wild cherry.
Syrup. Sarsaparilla comp.
Syrup. Squill.
Syrup. Senega.
Syrup. Tolu.
Syrup. Ginger.

I hope the next Pharmacopoeia will direct percolation as the primary instead of the secondary or optional process for making these syrups. Syrups made by percolation are far and away better in both appearance and keeping qualities than syrups made by dissolving the sugar by agitation—the so-called cold process—or with the aid of heat.

A Pointed Example.

Syrup of Tolu, for example, there has been a good deal of complaint about the 1890 process in communications to the pharmaceutical press. I make it in strict accordance with the United States Pharmacopoeia process by percolation, and I defy any pharmacist to show me a better syrup of tolu made by any process. It's as clear and white as crystal, full flavored, and I have kept it in a gallon stock bottle, partly filled, for more than a year.

A Difficult Example.

I had never been able to make a satisfactory Syr. Yerba Santa, N. F., until I began making it by the percolation process. I shake the medicated menstruum with a small quantity of precipitated calcium phosphate before filtering it to clear it. Have the percolator arranged and filled with the proper quantity of cut loaf sugar, and above it a filtering funnel for the menstruum. Filter the menstruum directly on the sugar. Return to the percolator the liquid that has passed through previously being saturated with the sugar. After that, when the syrup has begun to come drop by drop, you may receive it into the regular stock container.

The syrup made in this way is a clear, light colored, heavy bodied syrup, and is a most excellent vehicle for quinine. Four years ago I made sixteen ounces of it, and showed it to two or three physicians, giving them each a two-ounce bottle of the syrup combined with two grains of quinine sulphate to the drachm. They tasted and tried it, and began using it in their practice. Since then I have made and sold many gallons of this syrup, which has become the only vehicle for quinine mixtures for children in this section. It has entirely displaced quinine chocolates, as well as the proprietary liquid vehicles for quinine and the various "tasteless quinines."

A Wrinkle in Simple Syrup Making.

For making simple syrup I use the "circulatory displacement" method, as we use such a large quantity of this syrup that percolation would not be fast enough.

We had a five-gallon tinned copper percolator with a stop cock on it, in stock, and as it was rarely used. I rigged it up as a syrup apparatus, rather than buy or have an apparatus made for this purpose. As most large metal percolators do this percolator has two diaphragms of perforated metal. One was at the bottom of the percolator, and the other rested on a flange about one-third of the way below the top of the funnel. I covered both diaphragms with cheese cloth strainers securely sewed on, and set them in place. Then I bought at a "house furnishings" store a wire vegetable boiler a little smaller in diameter than the upper part of the percolator. This is a basket like affair made of twisted tinned wire, which is used for holding vegetables in the pot in which they are boiled, so they may be prevented from being dashed to pieces by knocking around in the pot during ebullition.

This basket was also covered with strainer cloth, inside, strongly sewed. Then the basket was stood on the upper diaphragm and filled with loaf sugar. The percolator was then filled with water until the water covered the upper diaphragm an inch deep. As fast as the sugar melted down more of it was shoveled into the basket until the water was saturated.

This apparatus hangs from a beam at the foot of the cellar stairs, and a barrel of loaf sugar stands alongside of it. Whenever a gallon of syrup is drawn off, the basket is filled up with sugar, and the water is never allowed to get below the diaphragm. This syrup is always bright and clear as it passes through the three strainers and is usually saturated.

During the soda season it has furnished as much as ten gallons of syrup a day, although this was not all fully saturated. Five gallons of U. S. P. density syrup is about its full capacity without pushing or hurrying it.

Production of Natural Vanillin.

Vanillin is developed in the leaves of the vanilla plant by a ferment, or by minerals acids. It has now been proved ("Scient. Amer.") that a similar combination exists in the fruit. Busse obtained from the botanical gardens of Berlin an unripe vanilla pod which was ground and extracted with alcohol at normal temperature. The extract was treated with lead acetate and the excess of lead was removed by hydrogen sulphide, and the alcohol removed from the filtrate by heat. A portion of the aqueous fluid was gently heated with a small percentage of sulphuric acid, another equal portion with hydrochloric acid, and a third with a few grains of emulsion and warmed. In all three cases the odor of vanilla was very strong. The product was purified by dissolving in ether and washing the solution with water; on evaporation of the ether a pure vanilla odor was obtained.

At Gessford's pharmacy, Washington, D. C., a copy of the *Washington Times* is given with every purchase.

[Written for the *American Druggist*]**ARSENICAL SODIUM PHOSPHATE.**

BY E. H. GANE, PH. C.

New York City.

IN the last issue of the *AMERICAN DRUGGIST* attention was called to the interest which has been aroused in drug circles owing to the discovery that the sodium phosphate, manufactured in England, contained considerable amounts of arsenic. Attention was first drawn to the matter by a circular from a London firm requesting druggists to return all packages of effervescent phosphate of their make, as they contained a dangerous amount of impurity. Several poisoning cases have already been reported from this cause, and proceedings under the "Sale of Food and Drugs Act" have been taken against pharmacists for selling the impure article. Conviction resulted in one case and the pharmacist was heavily fined.

Quality of the English Salt.

Examination of the sodium phosphate on the English market has shown that it is very difficult to find any that is quite free from arsenic. The amount present in the medicinal salt is, however, usually small and hardly sufficient to cause dangerous results, so that the outcry raised is hardly warranted. Nevertheless, some analysts have reported finding as much as the equivalent of 14 grains of arsenous oxide in 1 pound of the phosphate. The average amount, however, is much smaller and varies from 1 to 5 grains per pound. So prevalent is the impurity that two analysts have suggested that all samples showing less than 1 grain per pound should be passed as satisfactory.

Curiously enough the British Pharmacopœia provides no test for this very common impurity. The U. S. Pharmacopœia, however, recognizes that arsenic may be present in the salt and gives a test limiting the amount allowable to extremely small traces.

Origin of the Impurity.

The origin of the impurity is not hard to find. Sodium phosphate is largely made from bone earth, which, in the first instance, is treated with sulphuric acid. For economy's sake crude acid is employed and this is often loaded with arsenic, particularly if pyrites be employed in its manufacture. It is quite possible, in this way, to manufacture sodium phosphate which will contain very large amounts of arsenic. Indeed, this is probably the sole origin of the impurity. The arsenic is present in the salt, of course, as sodium arsenate, which salt is isomorphous with sodium phosphate, and consequently very difficult to remove by recrystallization.

The Detection of the Arsenic.

For detecting the presence of arsenic any of the usual tests may be employed, but the most satisfactory results are obtained by a modification of the well-known Marsh's test. The arsenic existing as arsenate, care must be taken to reduce it to the arsenous form, or erroneous results may be obtained. This reduction is most easily performed by the addition of sulphurous acid or a sulphite after acidulating the solution. Excess of sulphurous acid is expelled by boiling.

Gutzelt's Test.

The test known as Gutzelt's will be found most useful for detecting minute amounts of arsenic in sodium phosphate, the more so as it can be arranged to permit of an accurate quantitative determination of the amount present. The modifications of Siebold, and Paul and Cownley, as applied to the detection of arsenic in glycerin may also be adopted with advantage.

The Qualitative Test

is performed as follows: Dissolve 5 grammes of the salt in 25 Cc. of water and boil in a conical flask with excess of sulphurous acid until the vapor no longer reddens litmus paper. Allow to cool, add a small piece of pure zinc and 5 Cc. hydrochloric acid, together with a few drops of weak iodine solution and starch mucilage. The iodine is added for the purpose of oxidizing the sulphur compounds, if any are present, which would vitiate the result, and the starch mucilage combines with any excess of iodine, which retards the formation of the arseniuretted hydrogen. Plug the neck of the flask with absorbent cotton to prevent spurring, and over the top place a circular filter paper moistened with a drop of mercuric chloride solution. If arsenic be present the paper will be colored a bright yellow, varying in depth of color according to the amount present. It is, of course, assumed that all reagents used are arsenic free, and it is advisable in all cases to perform control experiments so as to avoid error not only from this cause but from possible contamination with sulphur products.

For Quantitative Work.

If these control experiments be carefully carried out the process may be adapted to quantitative determinations. For this purpose the flask containing the solution should be fitted with a perforated stopper and the gas led first into a tube containing small lumps of chalk, and then into a standard solution of silver nitrate which is acidulated with nitric or acetic acid to prevent precipitation of silver arsenite, and then titrated with a standard solution of sodium chloride. Very accurate results may be obtained by this method.

Should ocular evidence of the presence of arsenic be desired, Reinsch's test may be utilized, or the arsenic may be precipitated as sulphide in the usual way. This latter process must be very carefully performed. It is necessary to warm the solution and pass the hydrogen sulphide gas through it for a very long time. The precipitate invariably contains some sulphur, which must be carefully removed by carbon disulphide. Only to very skillful workers can this method be recommended for quantitative work.

The Quality of American Phosphate.

With a view of ascertaining the condition of the sodium phosphate on our own market, a number of experiments have been carried out, and the results show so far that no such condition of affairs obtains as in England. This was to be expected owing to the rigid requirements of the U. S. P.

Only Small Amounts of Arsenic Found.

Up to the present only fifteen samples have been examined by the writer, but these samples represent the output of

our principal manufacturers. Of these samples three were the ordinary crystalline salt, four were "granulated" salt for prescription work, and eight were the popular "effervescent" variety. Of the eight latter samples six contained arsenic, but in no case more than 1 grain, calculated as arsenous oxide, to the pound. This would correspond to about 2 grains to the pound of crystalline sodium phosphate. Curiously enough, two of the most popular brands of effervescent sodium phosphate contained the largest amounts of arsenic. Of the granulated salt two contained "traces" only, and the other two samples were free from arsenic. All three samples of the ordinary crystalline salt contained arsenic, one sample several years old containing a trifle over 5 grains of As_2O_3 to the pound. The other two contained respectively $1\frac{1}{2}$ and 2.16 grains to the pound.

The Pharmacist Should Make Frequent Tests.

While this condition of things is not nearly so bad as that reported from England, it nevertheless behooves manufacturers and pharmacists to be on the alert and shows the importance of making frequent tests of chemicals, particularly of those which, from their frequency of use, are most likely to be overlooked. It shows, moreover, that the retailer and the public can always obtain the best articles, provided both are willing to pay the price thereof.

Japan Wax is afforded by several species of *Rhus*, the most important being *R. succedanea*, which flourishes especially in the western provinces of Japan. The wax is contained in the berries between the kernel and the other coat. These are gathered (*Bull. Bot. Jamaica*, through *Phar. Jour.*), sundried and stored in straw until mature, when they are crushed by a wooden hammer in a wooden funnel-shaped trough and winnowed to separate the chaffy husk. The sifted and fanned powder is steamed in hempen sacks laid on bamboo wicker-work placed over a cauldron. The sacks with their contents are then subjected to force in wooden wedge-presses and the escaping wax is molded for market. Sometimes the flow of wax is hastened by the application of a little oil of perilla oilnoides. This crude wax forms a coarse, greenish, tallow-like mass, constitutes about 15 per cent. of the weight of the berries and is used in making candles. For special purposes it is refined by melting, pressing through strong cotton sacks and dropping into cold water. The resulting thin flakes are bleached by exposure to the sun in shallow baskets. It is frequently turned and sprinkled with water, and, if necessary, it is remelted. For export the wax is now often cast into large cubes weighing 1 picul (133 1-3 lbs.), instead of the conventional saucer-shaped cakes 4-4½ inches in diameter and 1 inch in thickness. It is extensively employed for making candles and wax matches; its melting point is 42 degrees to 55 degrees C.

Derives Pleasure and Profit from It.

I derive pleasure and profit from perusing the pages of the *AMERICAN DRUGGIST*. May success attend you.

Jos. Taylor.

Portage la Prairie, Manitoba.

[Written for the *American Druggist*.]

THE OWNERSHIP OF THE PRESCRIPTION.

BY MONTCLAIR.

UNLESS one of the parties to a suit now in the courts should withdraw it would seem as though we were at last to reach a settlement of the much-discussed question of the ownership of the prescription.

The question hitherto has largely been one between the physician and the pharmacist, and much bad feeling has been aroused at different times on account of the peremptory demands made upon the pharmacist by the physician for the surrender of the order for medicines, concerning whose property interest in there exists so much difference of opinion. In the present instance, however, it is the patient who demands the return of the prescription, claiming it as her own property, and the contention is made in her favor that the prescription was part of what she paid for with the medical fee.

It is contended as a general principle that the order for medicine belongs to the patient while it is in his or her possession, but so soon as it is delivered to the pharmacist to be compounded the patient's ownership in it ceases, the document being retained by the pharmacist for his own protection in case any legal question bearing upon either the action of the medicines, the method of compounding the prescription or perhaps the right of the prescriber to issue such a document should come up. Viewed in this light the whole question assumes a legal aspect and the question of ownership to a certain extent sinks.

We are inclined to the opinion that custom should decide in cases of this kind. It is nearly the universal custom for pharmacists to retain the prescription as a voucher of the correctness of his mode of procedure in compounding the medicine, as well as evidence of the fact that the order of the physician had been executed.

Apart, however, from any consideration of custom, strong as custom is over written law, this question of the ownership of the prescription has been decided by the courts in favor of the pharmacist on many different occasions, though it is but fair to state that contrary rulings have also been handed down. The question was answered by a Cincinnati court a few years ago in the following language:

"A druggist is under no obligations to furnish a copy, nor to permit any one to make a copy of prescriptions. When he has compounded a drug and delivered it to the proper party the paper upon which the prescription is written becomes his. Druggists keep prescriptions for their own protection. If, as the plaintiff testified, defendant had agreed to furnish plaintiff with a copy whenever he called for it, that agreement was gratuitous and without consideration, and therefore void."

In the larger cities the trouble is not so much as between the patient and the pharmacist as between the physician and the pharmacist. It is often charged by the physician that the pharmacist makes improper use of the prescription when he retains it. He allows the patient to procure renewals of the medicine after the occasion for its use has

passed, and often puts the prescription to general use on the demand of any would be customer who comes to him complaining of an ailment which, in the pharmacist's opinion, the medicine will fit. That there is a small grain of truth in these charges must be admitted, but that there is sufficient to justify the physician to retaliate by usurping the functions of the apothecary and in other ways interfering with the legitimate right of the pharmacist to dispense medicines we altogether deny.

As to the probable outcome of the New York case, it would not be proper to discuss it while it is before the courts, but it would be a great source of satisfaction to pharmacists if the matter could be brought to the court of last resort and there decided definitively.

Sherlock Holmes Methods in Medicine.

The method of Zadig is practically identical with that of "Sherlock Holmes," the prototype of whom, it is well known, is a distinguished Edinburgh surgeon. Professor Van Duyse, of Ghent, appears to have found the method useful, and in opening the Ophthalmological Clinic of the University of that city not long ago he gave his hearers some illustrations of its application. A lady came to him complaining of intense pain in one eye, when he at once said to her, "Madam, you keep birds. Four days ago you cleaned out their cage; since then your eye has been bad." The patient was astounded at this instantaneous diagnosis, which seemed to her almost miraculous. But the thing was very simple. A husk of grain had become implanted in the cornea; the lady had evidently blown into the seed glass, and a husk thus set floating about had stuck in her eye. The cornea showed a grayish halo at the site of the lesion, and was somewhat puffy at the edge; vascular reaction was beginning to show itself on the neighboring part of the ocular conjunctiva, and clinical experience had taught the observer that four days was about the time necessary to produce the state of things. In another case the patient was a nursemaid, aged from sixteen to seventeen, who came with a little boy, aged from twelve to fourteen months, in her arms. She was suffering from trachoma, which had become acutely inflamed and was suppurating. Dr. Van Duyse at once forbade her carrying the child, and she promised to obey. When she returned two days later, however, the surgeon, on seeing her, frowned, and said in a severe tone: "In spite of my prohibition you have been carrying the child. I shall be obliged to let your master and mistress know what is the matter with you." The girl stoutly denied that she had been carrying the child, but Dr. Van Duyse insisted that hardly twenty minutes before she had been carrying it on her right arm, and had handed it over to some one else at the door. The girl, amazed at the almost supernatural insight of the surgeon, confessed her transgression. Here, too, there was nothing more occult than a recent tell-tale trickle of urine running obliquely from right to left across the girl's apron.

The art of observation may be cultivated by attention to such apparent

trifles; and, as confidence in the doctor is the most potent of adjuvants, the method of Sherlock Holmes is a powerful aid to success in treatment. But it requires to be cultivated with patience and used with discretion, for an error is apt to cover the seer with ridicule, a misfortune which some of its most distinguished exponents have not always escaped.

Indican.

According to the "Scientific American" indican may be obtained from indigo leaves in colorless, spear-shaped crystals by treating an aqueous decoction with barium hydroxide, filtering off impurities, and removing excess of the base with carbon dioxide; the filtrate is evaporated to dryness, and the crude residue extracted with methyl alcohol, adding ether to the extract to precipitate the last traces of foreign substances. The solvents are then distilled off, and the final residue dissolved in water, the solution being allowed to deposit the glucoside. It crystallizes with $3H_2O$, melts at 51 degrees C., and passes into a gummy mass at 100 degrees C. When dried in a vacuum over sulphuric acid, indican loses its water of crystallization, and then melts at 100 to 102 degrees C. Analysis seems to indicate the formula $C_{14}H_{17}NO_6$. The glucoside is moderately soluble in water, acetone or the alcohols, and has a bitter taste. When air is passed through a solution of indican in dilute hydrochloric acid containing a little ferric chloride, 91 per cent. of the glucoside is converted into indigotin, a certain amount of indigo red being simultaneously produced.

Cinchona Culture in Bolivia.—On account of the low prices now brought by cinchona barks the industry has fallen into almost total neglect in Bolivia, practically the only bark gathered now being the very thick sorts which are sold for retailing and are sold by weight and not on assay of alkaloidal contents, as the quinine barks are. The best bark comes (Deutsch. Landw. Ges., 1900, No. 17) from the valleys of the tributaries to the Beni at an altitude of some 2000 to 3000 feet above the sea. These barks contain from 5 to 7 per cent. of quinine. Trees do not begin to yield bark until they are from 9 to 12 years old. A medium sized tree yields about four and a half kilos of fresh bark, which, when dried by roasting, a process requiring three or four days, will weigh about two and a half kilos. The bark grows again where it has been cut off, but the growth is so thin that it has, so far, not been found profitable to gather it. The barks gathered on Mapiri from lower altitudes have a smaller yield of quinine.

Veterinary Formulas.

EYE WASH.—Martin.

Zinc sulphate.....grains 20
Saltpetre.....grains 20
Witch hazel water.....5viij

Mix. Apply to inflamed eyelids night and morning.

BLISTER.—Phipps.

Cantharides.....5i
Mercury bichloride.....3i
Mercurial ointment.....5i
Resin cerate.....5iv
Oil turpentine.....5ij

Mix by aid of heat.

Gathered Formulas.

Veterinary Remedies.

CONTRIBUTED BY C. H. SEGUIN,
Baltimore, Md.

NUMEROUS papers have been written on remedies for diseases of horses, and as the medicines are often called for, the following formulas may prove useful to the country druggist, and where there is no veterinary surgeon:

COLIC MIXTURE.—Houck.

Aromatic spirit of ammonia.....	3iv
Sulphuric ether.....	3iv
Spirit niter.....	3vi
Gum opium.....	3i
Gum camphor, in powder.....	3i
Gum asafetida, in powder.....	3i

Macerate seven days, filter. Tablespoonful in half pint of water, repeated in fifteen minutes.

COLIC MIXTURE.—White.

Nutmeg, in powder.....	3ss
Cloves, in powder.....	3ss
Mustard, in powder.....	3ss
Gum camphor, in powder.....	3vi
Tincture ginger.....	3iij
Tincture capsicum.....	3iss
Oil peppermint.....	3ss
Oil sassafras.....	3ss
Tincture opium.....	3i
Tincture asafetida.....	3i
Hoffmann's anodyne.....	3vi

Macerate seven days, filter. Two tablespoonfuls in pint of water.

COLIC MIXTURE.—Dodd.

Spirit niter.....	3i
Tincture opium.....	3i
Spirit peppermint.....	3ij
Water.....	3xvi

Mix. At one dose.

HEAVES.—Wickes.

Liquorice root.....	3ij
Fenugreek.....	3vi
Elecampane.....	3v
Bloodroot.....	3ss
Ginger.....	3i
Capsicum.....	3i
Tartar emetic.....	3ij

Mix. Tablespoonful in feed.

HEAVES.—Martin.

Asafetida.....	3i
Gum camphor.....	3iv
Rosin.....	3i
Capsicum.....	3iv
Elecampane.....	3i
Skunk cabbage.....	3i
Tartar emetic.....	3ss

Mix. Two teaspoonfuls in feed.

RINGBONE.—Bell.

Olive oil.....	3i
Aqua ammonia.....	3ss
Oil origanum.....	3i
Oil turpentine.....	3i
Oil wormwood.....	3ij
Alcohol.....	3iv

Mix. Apply night and morning.

RINGBONE.—Pinkard.

Alum.....	3ij
Verdigris.....	3i
North Carolina tar.....	3ij
Yellow wax.....	3ij
Lard.....	3iv

Mix by aid of heat. Apply twice a day.

SPAVIN.—Millican.

Croton oil.....	3ij
Cotton seed oil.....	3viij

Apply heat, and gradually add:

Sulphuric acid.....	minims 80
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Stir constantly, and when effervescence ceases, remove from fire, cool, and add:

Oil camphor.....	3ss
Oil turpentine.....	3i
Oil thyme.....	3ij
Oil kerosene.....	3ij

Mix. Keep in cool place. Apply with brush.

SPAVIN.—Wickes.

Yellow wax.....	3i
Rosin.....	3iij
Cantharides.....	grains 90
Charcoal.....	3ij
Red mercuric iodide.....	3ij
Linseed oil.....	3iv
Lard oil.....	3iv

Mix by aid of heat. Apply with brush.

SPAVIN.—Barron.

Cantharides.....	3ij
Euphorbium.....	3ij
Mercury bichloride.....	grains 15
Red mercuric oxide.....	grains 30
Mercurial ointment.....	3v
Tincture iodine.....	3ij
Lard.....	3iijss

Mix by aid of heat. Apply with brush.

BOTS.—Houck.

Rosin.....	3ij
Saltpetre.....	3i
Gentian.....	3ij
Copperas.....	3ij
Fenugreek.....	3iv

Mix. Tablespoonful at night.

BLIND STAGGERS.—White.

Epsom salt.....	3viij
Water.....	3xxiv

Dissolve. Give as a drench.

HIDE-BOUND.—Bell.

Fenugreek.....	3iv
Sublimed sulphur.....	3ij
Cream tartar.....	3i
Liquorice.....	3i
Saltpetre.....	3i
Sodium chloride.....	3i
Black antimony sulphide.....	3ss
Gentian.....	3ij
Aniseed.....	3ij

Mix. Tablespoonful night and morning.

HIDE-BOUND.—Pinkard.

Elecampane.....	3ij
Liquorice root.....	3ij
Fenugreek.....	3ij
Rosin.....	3ij
Copperas.....	3ss
Ginger.....	3ij
Gentian.....	3i
Saltpetre.....	3i
Valerian.....	3i
Linseed meal.....	3iij
Sublimed sulphur.....	3i
Black antimony sulphide.....	3iv

Mix. Tablespoonful in feed, twice a day.

WORMS.—Biddle.

Calomel.....	3i
Tartar emetic.....	grains 20
Aloes.....	3iv
Fenugreek.....	3iv

Make into bolus. Give at night.

FOUNDER.—White.

Capsicum.....	grains 30
Tincture aconite root.....	drops 15
Cider vinegar.....	3vi
Water.....	3xvi

Mix. Give as a drench, and blanket the animal; after two hours give one pint of raw linseed oil.

FOUNDER.—Biddle.

Tincture aconite root.....	drops 10
Tartar emetic.....	grains 15
Saltpetre.....	3i
Ginger.....	3ij
Linseed meal.....	3i

Make into bolus. Give at once, and repeat every six hours, if required.

FOUNDER.—Biddle.

Soap liniment.....	3iij
Aqua ammonia.....	3i
Spirit camphor.....	3i
Oil turpentine.....	3ss
Oil peppermint.....	3ij
Tincture capsicum.....	3ij
Tincture opium.....	3ss
Petroleum.....	3ij

Mix. Rub the legs well three times during the day, and at night.

PLEURISY.—Vansant.

Tincture aconite root.....	drops 12
Tartar emetic.....	grains 30
Powdered ginger.....	grains 30
Linseed meal.....	3ss

Make into bolus. Give at a dose.

INFLUENZA.—Caulk.

Ammonia muriate.....	3iss
Gum camphor.....	3ss
Potash chlorate.....	3i
Extract liquorice, powdered.....	3ij
Molasses.....	sufficient

Make into a mass. Dose: A tablespoonful, in form of bolus, night and morning.

EPIZOOTY.—PINKEYE.—Bell.

Sublimed sulphur.....	3ss
Epsom salt.....	3i
Charcoal.....	3ss
Liquorice extract.....	3i
Elecampane.....	3i
Fenugreek.....	3iss
Gentian.....	3i
Aniseed.....	3ij
Ginger.....	3ij
Saltpetre.....	3ss
Rosin.....	3ij
Copperas.....	3ij
Black sulphide antimony.....	3vi

Mix. Tablespoonful three times daily.

DISTEMPER.—Millican.

Arsenic.....	3i
Sodium bicarbonate.....	3i
Iron iodide.....	3ss
Fenugreek.....	3ij
Ginger.....	3ij
Elecampane.....	3i

Make into twelve powders. One at night.

SADDLE GALLS.—Karle.

Red lead.....	3ij
Lead acetate.....	3i
Heef suet.....	3iss
Linseed oil.....	3viij

Heat, and stir constantly until it assumes a brown color. Apply once daily.

GALLED BACK.—Martin.

Carbolic acid.....	minims 10
Tincture aloes.....	3i
Tincture myrrh.....	3ss
Tincture opium.....	3ss
Witch hazel water.....	3iv

Mix. Bathe the part often.

FARCY.—Dodd.

Saltpetre.....	3ij
Elecampane.....	3i
Sodium sulphite.....	3ss
Black sulphide antimony.....	3i

Mix. Tablespoonful twice a day.

NASAL GLEET.—Merritt.

Aloes.....	3vi
Nux vomica.....	grains 20
Linseed meal.....	3ss

Make into bolus. One every night.

SCRATCHES.—Bellis.

Carbolic acid.....	3ij
Lead acetate.....	3ss
Zinc sulphate.....	3ij
Water.....	3xvi

Mix. Apply twice a day.

BRITTLE HOOF.—Dodd.

Heef tallow.....	3i
Barbadoes tar.....	3ij
Burgundy pitch.....	3ss
Castor oil.....	3ss
Softsoap.....	3i

Mix by aid of heat. Apply once daily.

CONTRACTED HOOF.—Biddle.

Beef tallow.....	5i
Yellow wax.....	5ij
Linseed oil.....	5i
Venice turpentine.....	5i
North Carolina tar.....	5i

Mix by aid of heat. Apply twice daily.

CONTRACTED HOOF.—SORR FEET.—Merritt.

Rosin.....	5ij
Lard.....	5iv
Verdigris.....	5ss
Oil turpentine.....	5i

Mix by aid of heat. Apply twice daily.

SPRAINS.—Bellis.

Oil spike.....	5i
Oil origanum.....	5i
Oil hemlock.....	5i
Oil wormwood.....	5ij
Olive oil.....	5i
Aqua ammonia.....	5i
Gum camphor.....	5i
Oil turpentine.....	5i
Diluted alcohol.....	5viij

Mix. Apply as required.

CRACKED HEELS.—Martin.

Yellow wax.....	5ij
Rosin.....	5ij
Lard.....	5iv
Burned alum.....	5ss
Carbolic acid.....	5ss
Oil turpentine.....	5iv

Mix by aid of heat. Apply twice daily.

BLADDER AND KIDNEYS.—Martin.

Juniper berries.....	5ss
Copperas.....	grains 15
Ginger.....	grains 20
Gentian.....	grains 20
Saltpetre.....	5ij
Rosin.....	5ss
Linseed meal.....	5vi

Make into two powders. One night and morning, in feed.

BLADDER AND KIDNEYS.—Barron.

Oil juniper.....	minims 20
Oil copaiba.....	minims 20
Rosin.....	5i
Saltpetre.....	5i
Gum camphor.....	grains 20
Castile soap.....	5ij
Linseed meal.....	5ij

Make into bolus. Give at a dose.

DYSENTERY.—Barron.

Gum camphor.....	grains 30
Aniseed.....	5i
Galls.....	5i
Extract liquorice.....	5ss
Tincture opium.....	5ij

Make into bolus. Give at a dose.

DYSENTERY.—Wickes.

Gum opium.....	grains 12
Gum camphor.....	grains 30
Catechu.....	5i
Linseed meal.....	5i

Make into bolus. Give at a dose.

DIARRHOEA.—Wickes.

Gum opium.....	grains 5
Gum camphor.....	grains 15
Ginger.....	5i
Aniseed.....	5ss
Rhatany.....	grains 15
Castile soap.....	5i
Extract liquorice, powdered.....	5i

Make into bolus. Give at a dose.

PURGE.—Wickes.

Ginger.....	5i
Castile soap.....	5ij
Aloes.....	5ss

Make into bolus. Give at a dose.

SORE MOUTH AND LIPS.—White.

Borax.....	5ij
Tannin.....	5i
Tincture myrrh.....	5i
Glycerin.....	5iv

Mix. Apply with soft swab.

EYE WASH.—White.

Lead acetate.....	5i
Tincture opium.....	5ij
Water.....	5xvi

Mix. Apply to eyelids twice daily.

Pharmaceutical Progress.

*New Remedies—Improved Processes—Modern Inventions—
Wrinkles in Dispensing—Tests and Reactions.*

Isomorphine is the name given by Schryver and Lee (Pharm. Zeit., 1900, No. 55) to an alkaloid isomeric with morphine which they prepared in making some new derivative of morphine.

Vasapon is another of the numerous saline bases for which Germany is responsible. It is put forth as a substitute for vasogen, to which it is said to be similar both in composition and properties.

Crunin.—This body, which is recommended (Chem. Zeit.) as a strong antiseptic, is a double thiocyanate of bis-muth and quinoline, of the formula $(C_6H_7N.HSCN)_2Bi(SCN)_2$. It is a reddish-yellow powder, melting at 76 degrees, soluble in none of the usual organic solvents.

Cedarwood Oil Therapeutically Valuable.—Professor Gémy has made a series of experiments on the therapeutic value of cedarwood oil, and, contrary to the usually accepted idea, he finds it to possess an action on the genital organs very similar to sandalwood oil, and to be of great use in cases of gonorrhoea (Ztschr. Apoth. Verein, 1900, 634).

Administration of Heroin.—Recent clinical observations point toward the use of smaller doses of heroin than were used when the remedy was first introduced. It is now recommended that one twenty-fourth to one-twelfth of a grain be fully tested before larger doses are given. Since heroin acts best in an acid medium, it is also desirable to give it after meals, when the contents of the stomach contain free acid. Where a lack of acidity is suspected it is advisable to administer hydrochloric acid in conjunction with the heroin, and in all cases the hydrochloride is to be preferred to the heroin itself.

New Strychnine Compounds.—Trowbridge (Archiv. der Pharmacie, 238, 241) has reported upon a number of new compounds of strychnine, prepared by the addition of various organic haloid compounds. Strychnine bromethyl-bromide, $C_{21}H_{27}NO_2.N(C_2H_4Br)Br$, forms crystals melting at 270 degrees; the corresponding bromethyl-chloride forms well-defined gold and mercury double salts, which have been analyzed, and amply confirm the above formula. A compound with trimethylene bromide was also obtained. This body, $2C_{21}H_{27}NO_2.O_2C_2H_4Br_2$, melts at 297 degrees. It contains four molecules of water of crystallization.—“Chemist and Druggist.”

Itthargan is a new product placed on the market by the makers of Ichthylol. It is described as being a brown, amorphous, odorless, staple powder. It is easily and completely soluble in water, glycerin and diluted alcohol. It is insoluble in absolute alcohol, ether and chloroform. The aqueous solution is de-

composed by the addition of sodium chloride. The addition of egg albumen also causes a precipitate, but the precipitate is in both cases soluble in an excess of the precipitant. The compound is described as being a soluble “thio-hydrocarbon sulphonate of silver.”

Plants Yielding Mustard Oil.—Meulen (Chem. Zeit., 1900, No. 23) has found in the seeds and leaves of *tropaeolum majus* and of *lepidium sativum*, and also in the roots of *sisymbrium allaria* and *isaatis tinctoria*, and in the leaves of *cardamine pratensis* and in the seed of the black radish and of the small radish, as well as in the seeds of various species of *brassia*, glucosides which, under the influence of ferments present in the plants, are capable of producing volatile oil of mustard. As a means of determining the presence of the oil he utilized the property which it possesses of preventing the development of mycoderma in beer.

Occurrence of Alkaloids in the Compositae.—Gresshoff has found through wide and thorough study of phytochemistry that the popular impression that the number of plants belonging to the natural order compositae which contain alkaloids is very small is an error. The author (Pharm. Zeit., 1900, No. 45) points out fully fifty genera in which alkaloids have either been actually found or in which the presence of an alkaloid may be looked for with a fair degree of certainty. A further contribution on this subject is published by Gresshoff in a recent issue of the “Nederlanische Tijdschrift voor Pharmazie,” in which he describes echinopsine, a bitter, poisonous alkaloid derived from the echinops, multiflorus or globe thistle.

The Chemistry of Oil of Sandalwood.—H. v. Soden has further prosecuted his studies on the chemistry of oil of sandalwood and gives directions for the preparation of the pure santalol (alpha-and-beta-santalol), santalene and terea santalic acid. F. Müller has (Archiv. der Pharm., 1900, No. 5), by repeated fractional distillation over metallic sodium, obtained a fraction of the oil which boils at 139 to 140 degrees C., has a specific gravity of 0.871, and has the formula $C_{21}H_{33}$. This hydrocarbon is designated by the author as “santen.” It closely resembles pirenene both in its odor and in the character of the hydrochloric and addition products. From the higher boiling fractions the author has also isolated a ketone of the formula $C_{21}H_{33}O$, to which he applies the name “santalone.” This ketone boils at 214 to 215 degrees C. and has a specific gravity of 0.9906. It is isomeric, but not identical with jasmin, which has been isolated from the oil of jasmin flowers.

The Glucosides of Frangula, Sagrada and Rhubarb.—Dr. Eugene Aweng

states that the drugs named contain two groups of glucosides, the primary glucosides, which are readily soluble in water and which are physiologically active, and the secondary group, which are difficultly soluble in water. Both groups may be extracted from the drug by means of 70 per cent. alcohol. The author gives the results (Apoth. Zeit., 1900, No. 63) of his further investigation of these glucosides in detail. He exhausts the drug with 70 per cent. alcohol, evaporates a thin extract on a water bath, takes up with cold water, and the secondary glucoside are left as a reddish brown powder. The secondary glucosides dissolve in hot water, particularly in the presence of the primary, but partly precipitate on cooling the solution. It is very difficult to filter off the clear liquid from the fine precipitate. It also appears that a portion of the primary glucosides are converted into an insoluble form (apparently without decomposition) by the process of evaporation, and are no longer soluble in cold water.

If, instead of cold water, diluted ammonia water be used for taking up the thin extract, and this solution rendered slightly acid by means of acetic acid, the secondary glucosides separate out in coarse flocculi which may be easily filtered off, and at the same time that portion of the primary glucosides which had been converted into the insoluble form in the course of evaporation is reconverted into the soluble form. The author gives in detail the results of his work along these lines, with all three of the drugs named.

Volumetric Estimation of Iodoform in Dressings.—Martin Lehmann, a military pharmacist in the German army, gave in a recent issue of the *Berlin Pharmaceutische Zeitung* (1900, No. 15) a method for the volumetric estimation of iodoform in surgical dressings, and in a later number of the same journal (No. 54) proposes some modifications which improve the process. The process, as modified, is carried out in the following manner: Ten Gms. of the dressing under examination, either gauze or cotton, is put into a glass stoppered bottle, and 200 Cc. of spirit of ether are poured on it. This is allowed to stand for 24 hours, being frequently shaken, at a temperature of from 20 to 25 degrees C. The yellow solution of iodoform is gradually decomposed and in consequence changes from yellow to reddish brown from the liberation of free iodine. Twenty Cc. of this solution are placed in an Erlenmeyer flask having a capacity of 250 Cc. A quantity of decinormal silver nitrate solution proportionate to the amount of iodine thought to be present is added, and after the addition of ten or fifteen drops of fuming nitric acid, the flask is warmed on a water bath until the odor of both the ether and the nitrous acid have disappeared. After cooling and diluting with water the liquid is titrated with decinormal ammonium cyanide solution, using 1 Cc. of cold saturated ferric alum solution, until the color turns from white to a permanent light red. In examining gauze precisely one meter should be measured off and carefully weighed. The author gives the results of a series of examinations, which are of interest as demonstrating the fact that there is a constant loss in strength by keeping.

THE SYSTEM OF ORGANO-THERAPY.

Preparations of the Organs Commonly Used.

BY J. C. MCWALTER, D.P.H.,
L.R.C.S., &c.

ORGOTHERAPY, or rather organotherapy, is founded on the belief that the function of a living gland which is suppressed or altered can be supplied by the introduction into the organism of some preparation of a like tissue prepared from a healthy animal.

In such a case we may use either the tissues corresponding to the unhealthy one, or a preparation of this tissue with certain vehicles or excipients with some active principle derived from the tissue.

This method of medication then utilizes the various organs of healthy animals in various galenical preparations, whereby these active principles are elaborated or preserved. For a long time pharmacy has employed pepsin (the soluble ferment extracted from the stomach of the pig, sheep or calf) and pancreatin (a complex product, which plays the part of a triple ferment, extracted from the pancreas). Now these should rightly be considered organotherapeutic products, because they are secreted by the glands of the organism, and being the best known, most carefully studied, and most clearly defined of such ferments, have long been accorded a place with such definite soluble ferments as papain, diastase, emulsin, and others, which play an important part in active pharmaceutical preparations.

Among the various glands and organs which have been employed for the organotherapeutic method are the testicle, ovaries, the prostate, the mammary glands, the parotid, the suprarenals, the kidney, the thyroids, the thymus, the liver, the spleen, the tonsils, the pancreas, the cerebral substance, the medullary substance, the pituitary body, the ciliary bodies and the vitreous humor, bone marrow, muscles, lymphatic glands. Of these the thyroid extracts only have taken front rank as therapeutic organs.

Choice of Organs.

The organs should be those from oxen or sheep, and only perfectly healthy organs from sound animals should be selected. The system of veterinary inspection in some districts will be almost sufficient to secure this. It is necessary, however, to examine each organ separately. Any one that is cystic, hypertrophied, or presents the appearance of anything abnormal, should be immediately rejected.

The choice of the species of the animal varies with the organs which we may wish to employ. Thus, for the thyroid body the sheep is preferred, for the supra-renal capsules and the thymus the calf, and for liver preparations the pig. Where genital organs and their adnexa are utilized, they must be from healthy adult animals of full sexual activity.

The French workers, Gilbert and Carnot, have called attention to the physiological preparation of the animals.

¹ Condensed from a paper presented to the British Medical Association and published in the "British and Colonial Druggist" for August 10.

These authors hold that if we employ a gland for its particular function, the animal should be able to assist, so as to exalt that function to its highest degree. They also think we should put, as it were, a tension on the gland, and that we should so develop it that it may be charged to the highest degree with the active principle at the moment of the death of the animal.

Finally, these authors hold that it is of advantage to combine preparations of those organs or their extracts, as, for instance, pancreas and spleen, liver and spleen, pancreas and liver, etc.

Certain precautions should always be taken in the manipulation of these extracts. The active principles are biological rather than chemical, and not only must the most rigid antiseptic precautions be taken, but the active principle must be sought to be extracted while the gland is still hot from the animal.

Fat and connective tissue must be removed; in fact, everything but the organ itself. It may then be lightly washed with water recently boiled, and plunged into sterilized glycerin, for fluid preparations, or dried at a temperature between 35 and 40 degrees F. if a dry preparation be desired. For these operations the hands of the operator should be thoroughly cleansed with soap and water, and then rinsed with some of Van Swieten's liquor, and then in freshly boiled water.

To cut the organ into small pieces, we may use either an antiseptic knife or scissors. To make the instrument antiseptic it is kept for some time in an antiseptic solution, of which the formula is:

	Parts.
Borax	10
Mercuric cyanide	2
Distilled water to	1,000

Steel instruments will not oxidize in this even after a long time, and softening of the cutting edge is avoided, which inevitably happens if they are passed through flame.

Capsules, mortars, etc., which would not bear this treatment, must be made aseptic by lighted alcohol, while earthenware vessels which would not bear heat must be well washed in corrosive solution 1-1,000, and then rinsed with recently boiled water.

Finally, the finished products should be carefully preserved in aseptic stoppered bottles.

The following preparations are used:

Corpora Lutea Sicca.

The troubles arising during pregnancy are sometimes said to be due to auto-intoxication, arising from functional insufficiency of the corpora lutea. Those bodies, taken from animals and carefully dried and powdered, have been given in doses of about one grain twice a day to pregnant patients complaining of vomiting, nausea, suffocative attacks, palpitation of the heart, and hyperæmia. The symptoms of vomiting subsided, while the other troublesome symptoms rapidly subsided, and completely disappeared in a short time.

Glandula Prostata Siccata.

Prostatic gland substance, dried and powdered, has been used with considerable success in hypertrophy of the prostate. Oppenheim has also used it in chronic prostatorrhoea, and found it to induce rapid and permanent cure, provided that no gonococci were pres-

ent. A glycerin extract of the fresh gland would seem to be the most active preparation.

Glandula Suprarenalis.

The fresh glycerin extract of the suprarenals seems to be the most reliable preparation. Its success in Addison's disease far exceeds that of any remedy hitherto tried, while Stochtzner reported considerable improvement in rachitis from its use. According to Merck, he concludes that

1. The suprarenal substance produces excellent results upon the general condition, restlessness, sensitiveness, vasomotor, excitability, and especially craniotabes. These symptoms are frequently visibly improved in one or two weeks.

2. The cutting of teeth, and the power of sitting, standing and walking are also assisted perceptibly by this treatment. The softness of the thorax also improves with marked rapidity.

3. The influence on the epiphysical swellings and the deformity of the thorax is less marked.

4. Even where the cases are complicated with bronchitis, pneumonia, etc., the improvement is most marked.

Extractum Materia Keratogena.

The extract of the rudimentary horn tissue of calves has been used by Zeleni (quoted by Merck) for two years with great success in the treatment of syphilis. This has been made with far greater scientific care than the majority of such preparations, being obtained by treating the fresh horny tissue with physiological salt solution. Such a solution seems to give more active results with animal remedies than any other solvent, except perhaps glycerin, but unfortunately it does not keep very well. The cases treated were of primary, secondary, and tertiary syphilis of all ages, and when from 1 to 3 Cc. were injected into the lumbar region and the injections repeated at intervals of from one to eight days, improvement was generally manifested after the first injection. There were no unpleasant accessory symptoms of any note, eruptions and lesions of the skin and the mucous membranes disappeared, ulcerated syphilides dry up, and scabs become detached. The local treatment is limited to ablutions of boiled water or boric acid solution, or to cauterization with silver nitrate. From 10 to 30 injections seem to produce a permanent recovery.

Extractum Placentum Siccum.

Iscovert records a distinct improvement of all reflex symptoms proceeding from the genital organs in chronic metritis and abnormal processes of involution of the uterus post partum with the aid of tablets made from dried placenta.

Glandula Thymi.

Beard has shown in the "Lancet" that the thymus gland is that element in the embryonic system where leucocytes are first found—that is, from epithelia, as has now been proved. From the thymus gland the leucocytes wander into the blood and the other organs, and at certain centers form the foundations for the several lymphatic approaches of the body. As the latter develops the function of the thymus gland recedes. Macalister has tried the gland extract in a case of pseudo-hypertrophia myopathia with decided suc-

cess. Tablets of the dried gland have hitherto been used, but an extract of the fresh organ made with glycerin and physiological salt solution would probably be more active.

Regarding tests for organo-therapeutic preparations, the most notable advance has been made by Posner, who employs for the purpose of the differentiation of the various glandular substances Ehrlich's triple stain, which marks out the nucleic and nucleo-albuminic properties of the majority of these preparations. They also give most of the reactions for albumen with potassium of ferrocyanide and alcohol. The bulk are partially soluble in glycerin and coagulable by heat, and on gentle warming with solution of potash a characteristic odor is evolved. If a portion of a dried preparation is tested with water, some chloroform added, and the mixture allowed to stand for a day, chlorine gas is evolved.

Cerebrum.

The results obtained by the administration of brain substance have been on the whole disappointing. This is probably due to the fact that it has been mostly used in dried or tablet form, which involves a mode of desiccation that must disorganize the complex constituents on which its efficacy would depend. The better and more rational method would seem to be to make an emulsion of the brain substance, while still hot from the animal, in a sterilized mortar, with fresh lard and tragacanth, flavored with oil of almonds, something like pancreatic emulsion. That an emulsion of brain substance is of considerable efficacy is shown by Wassermann (quoted by Merck), who has shown that 1 cubic centimeter of an emulsion containing an equivalent of about a third part of brain substance of various animal species suffices to completely neutralize the effects of a tenfold lethal dose of tetanus poison. This discovery was put to the test on a tetanus patient, who was saved by repeated injections of 5 Cc.m. of fresh brain substance in 15 Cc. of physiological salt solution. Widal also discovered that with the aid of brain substance it is possible to render morphine and strychnine innocuous. This is stated, however, to be due not to any specific property, but to a merely mechanical occlusion.

Glandula Parotis.

The parotid gland substance has been used with good effect in ovarian troubles. Dr. Bell reports that he has tried it in 60 cases, and that complete recovery took place in many, while in others the necessity of an operation was avoided. The glands of rams and ewes are utilized, and a powder may be prepared by drying them, of which one part is equal to two of the fresh gland. A more active solution can be produced by maceration of the gland, still warm from the animal, in sterilized glycerin, or in saline solution.

Lien.

The results of the use of splenic extracts have hitherto been disappointing. Dr. Wood, who used it successfully in Graves' disease, found that the requisite doses gave rise to dyspepsia and vomiting, while subcutaneous injections resulted in local inflammation and suppuration. The usual preparation has been a powder (Lien siccatus pul-

verizatus), of which one part corresponds to five parts of fresh spleen. Such a substance must necessarily contain an excess of inert or irritating interstitial tissue, and probably an aseptically expressed juice prepared in glycerin and salt would be more active.

Mammæ.

It is said that the mammary gland yields to the blood an internal secretion, which, when deficient, usually results in hypertrophy or disordered function of the uterus. If this secretion be supplied vicariously from the glands of healthy animals it can restore the uterus to its normal condition. Hence remarkable results have been obtained by the use of 5 grains to 10 grains of a powder which is equivalent to 8 or 9 parts of the fresh mammary gland substance of the cow. In cases of uterine fibromata the tumor formation was reduced, and in cases of menorrhagia and metrorrhagia the general condition of the patients improved and the pains subsided. A preparation called opomammium, made by treating the fresh glands with saline solution, seems to be of even greater efficacy.

Pulmones.

Extracts of lung tissue are made from the parenchymatous tissue of robust young sheep. In cases of chronic bronchitis, attended by emphysema and even tuberculosis, its use was followed by considerable improvement; subcutaneous injections of preserved pulmonary juice were given in doses of about a drachm, or even with a little water on an empty stomach. The dried preparations are probably inert.

Glandula Bronchialis.

Some physiologists think that the bronchial glands secrete a substance capable of resisting the entrance of bacilli into the inner air passages. Hence it had been hoped that the infected and diseased organism might have its resisting powers increased by the artificial introduction of the glandular substance. Results have hitherto been disappointing, as fever and emaciation were produced by its use. If the fresh glands were treated with physiological salt solution and sterilized glycerin, and the resultant fluid submitted to dialysis, it is likely that a preparation would be obtained free from the albumen which cause the pyrexia.

Hepar.

Notwithstanding the remarkable results which have followed the use of preparations of fresh liver juice, it has not attained very great use in therapeutics. A glycerin extract has been found to keep an animal alive for several days after ablation of its liver. In diabetes, when used hypodermically, the quantity of sugar materially decreased, without any change in the dietary. In cirrhosis 3 or 4 ounces of fresh liver given daily has resulted in marked diuresis and general improvement. The liver contains a product that controls hemorrhage, and the aqueous extract has been used in phthisical hæmoptyses with success. Although this extract is very active, it requires to be made fresh on each occasion. The most active and stable solution would appear to be an extract obtained by macerating the liver hot from the animal in sterilized glycerin and salt solution, and keeping the solution aseptic.

THE PHARMACOLOGICAL ASSAY OF DRUGS.¹

By E. M. HOUGHTON, Ph.C., M.D.

Lecturer on Experimental Pharmacology, Detroit College of Medicine, Member of A.P.A., A.M.A., Director of Pharmacological Laboratory, Parke, Davis & Co.

OWING to the great interest manifested in the subject of the pharmacological assay of drugs during the past year, it seems to me advisable to consider some of the fundamental principles underlying such practice, hoping thereby to call forth a free discussion on the question.

The Meaning of "Pharmacology."

We have come to believe more and more that with few exceptions substances produce specific pharmacological action because of their chemical affinity for certain kinds of protoplasm. I employ the word "pharmacology" as meaning "the study of the changes induced in living organisms by the administration in a state of minute division of such unorganized substances as do not act merely as foods" (Cushny). Since the function of the various parts of the animal body depends upon the liability of the protoplasm of the cells composing them, we naturally infer that, when some other substance combines with this protoplasm, the normal physiological processes will be altered. This supposition is strongly confirmed if we remember that when the brain is under the influence of caffeine, mental activity is quickened, the caffeine brain protoplasm being less stable than in the normal condition. Chloral produces the opposite action, thought becomes sluggish, and sleep supervenes, the brain protoplasm having become more stable. If strong solutions of caffeine are applied to muscle fibers removed from the animal body, or if they be injected into the intact muscle of the living animal, rigor mortis results. According to Furth, the myogen is transformed into myogenfibrin. Less concentrated solutions increase the irritability of muscle and allow more work to be accomplished in a given time, hence the rational use of substances containing this principle.

Influence of Drugs on the Nervous System.

Small doses of strychnine increase the reflex excitability of the central nervous system; larger doses may so excite the activity of the nerve cells that the slightest stimulation is followed by a tetanic convulsion. The larger the amount of drug administered, the greater the deviation in the functional activity from the normal. Numerous other similar illustrations might be cited which determine this truth. The function of a given organ is altered in degree, but not in kind, when under the influence of a drug.

The reflex action of the nerve cells, in the normal condition or under the influence of strychnine, remains a reflex act. "In other words, the action of drugs is quantitative and not qualitative, the activity of living matter may be changed, but the form which the activity assumes is unchangeable" (Cushny).

Factors Affecting the Action of Drugs.

Every physician of large practice has come to recognize that the amount of

drug prescribed determines the degree of reaction of his patient within certain limits, providing his remedies are uniformly active. There are often exceptions to this rule, but they can usually be satisfactorily explained if sufficient attention is given to the details obtaining in a given case. The physician applies drugs for therapeutic purposes, consequently it should be remembered that the most important cause for variation in his results is due to the differences in the disease process or processes present in individual patients. The toxins produced by bacteria in an infectious disease may be much more poisonous in one case than in another, as has been thoroughly proven by animal experimentation.

Idiosyncrasy is another important factor to be considered, but this is often the result of some anatomical or physiological variation, a knowledge of which we are not usually able to obtain without considerable trouble.

Individual susceptibility depending upon variations in race, sex, climatic conditions, environments, etc., likewise is of much importance.

All these influences must be, and are, remembered by the successful physician, and all must be remembered by the pharmacologist. The pharmacologist, however, deals with the influence of drugs upon healthy animals, and can vary the conditions of his experiments at will, and by appropriate methods can obtain exact records of the reaction of various organs to the influence of medicinal agents, consequently his data upon which to base an opinion are much more exact than that of the therapist.

Uniform Pharmacological Activity Desirable.

From the physician's point of view in the manufacture of pharmaceutical preparations, uniform pharmacological activity is of far more importance than chemical purity or pharmaceutical elegance. Thanks to chemistry, it is now possible to satisfactorily determine within certain limits the quality and quantity of most inorganic substances and many of the organic substances employed in medicine.

There are, however, other instances, especially the preparations of the active constituents obtained from plants, where it has thus far been found practically impossible to obtain a complete knowledge by this means of the active constituents present.

In certain of these cases it has been thought advisable to determine the amount of total alkaloids, but this kind of an assay does not necessarily enable us to guarantee that the pharmacological properties are the same in different samples, since it is a well-known fact that, where a plant contains several active constituents, all may have the same qualitative action, when administered therapeutically to patients, or to susceptible animals, but differ largely in their quantitative effects.

Again, in other instances, a plant may contain several alkaloids, the action of one or more of which is practically the opposite of the other contained constituents, and again a determination of the total alkaloids will lead us far astray.

Difficulties Attending Assay of Certain Drugs.

In still other instances, it is practically impossible to make an assay, since the active constituents contained are of

such a delicate nature that decomposition occurs when they are subjected to the most careful manipulations. Unfortunately to this group belong some of the most important and active drugs used in medicine, chief among them being the heart tonics, ergot, Indian cannabis, etc. Yet thus far we have not been able to throw the safeguard of a reliable chemical assay around them, and the physician must grope in darkness and danger.

Owing to this condition of affairs, it seemed to me several years ago highly desirable to attempt to gauge the active properties of these drugs by a method entirely different from those heretofore employed. After much experimentation I found it was possible to measure their influence upon certain of the lower animals. Owing to the brief time at my disposal, I shall not enter into the details of this work, as I am getting them in form for publication later.

I have frequently stated that whenever there are known methods of chemical assay for a given drug, which give reliable indication as to the pharmacological activity, these should be employed instead of experiments on animals, since it should ever be the endeavor of scientists to be as humane as possible, and to resort to animal experimentation only when other means are not available to learn the truth sought. Also, because chemical assay is much less expensive and requires a great deal less time for its accomplishment; but I do not admit that a pharmacological assay is less accurate than a chemical assay.

Influence of Drugs Upon Certain Animals.

The greatest care should be exercised in selecting types of animals to be employed, since different species react very differently to the same drug. The influence of morphine upon dogs is much like that upon human beings, while cats and guinea pigs react in much the same way to morphine as they do to strychnine. Exhaustive experiments only can determine the kind of animal best suited in a given case. After the proper type of animal has been selected, attention must be paid that they are of the same weight, variety, fed on the same food, approximately the same age, etc. The conditions obtaining during the time of the test should be exactly the same, and the animals should all be kept under the same environments, which should be as nearly as possible those of the normal; however, it is necessary to observe extraordinary precautions to insure best results in certain cases, such as keeping the animals for several days on special diet, etc.

A large number of animals must be employed, and an average of the results determined, in order to obtain a knowledge of the pharmacological reaction of a normal animal to the drug. In the case of the heart tonics, if frogs are employed and the minimum fatal dose per gram body weight be the basis of strength, two or three dozen may be necessary for each assay. Indian cannabis will require half a dozen dogs or more, etc.

Preferable Modes of Administration.

The mode of administering the drug is of much importance also; with frogs, the ventral or dorsal lymph sacs offer an easy method of introducing the poison. Rabbits are not suitable for the administration of drugs per stomach, as

¹Read before the American Pharmaceutical Association at Richmond, Virginia, and communicated by the author for publication in the AMERICAN DRUGGIST.

extra 4-ounce saltmouth bottle with a doubly perforated rubber stopper through which pass a small straight glass tube with a small section of rubber tubing closed by a piece of glass rod and a small piece of glass tubing bent at right angles and connected with a 6-inch section of small rubber tubing. The funnel and rubber tubing with the glass plug are disconnected from the apparatus used for the nitrites and the two 4-ounce bottles connected with the rubber tubing, as shown in Fig. 2.

Place 40 Cc. Labarraque's solution in the extra bottle G, which is used as the generator; measure 4 Cc. urine into the homeo and carefully lower this into the generator so that the two liquids do not mix. Fill the other 4-ounce bottle D with water, insert stopper and place syphon tube in a vessel containing water; now remove glass rod from B and by suction fill syphon tube and water bottle perfectly and again insert rod in B. The two bottles should be wrapped with strips of several thicknesses of paper so that in handling them the heat of the hand does not cause expansion of the air or gas; it is

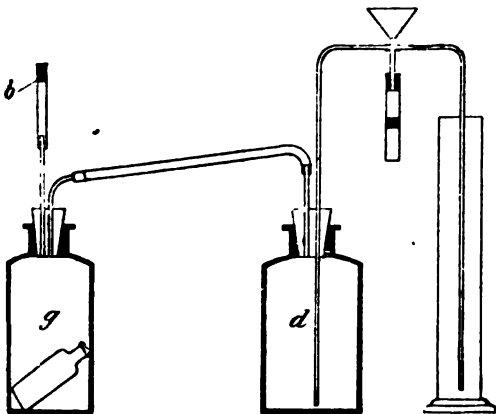


Fig. II.—Apparatus for Estimation of Urea.

also convenient to have them upon a small piece of board so that they can be lifted and the syphon tube withdrawn from or introduced into any desired vessel. Replace the vessel of water by the graduated cylinder and watch for a few moments to see if the connections are all tight, then incline G so that the liquids mix and agitate; repeatedly fill and empty the homeo by proper inclination of G; after the evolution of gas ceases upon agitation allow to stand ten to fifteen minutes, lift the bottles and read the volume of displaced water; the number of cubic centimeters multiplied by 0.0027 will give the urea in 4 Cc. of urine.

No correction is applied for the volume of gas being under other than normal conditions, for the reason that in the decomposition of urea there is involved a loss of about 8 per cent. nitrogen, and this loss is just about balanced by the effect of temperature, pressure and tension of aqueous vapor under ordinary conditions.

Estimation of Hydrogen Dioxide.

The gasometric estimation of hydrogen dioxide is possible in two ways; the one generally followed starts with a solution of potassium permanganate of such strength that a definite volume is indicative of a definite volume of oxygen without collecting and measuring the latter. By using the apparatus described under urea, but substituting

acidified permanganate instead of Labarraque's solution and hydrogen dioxide instead of urine, very concordant volumes of water were displaced, one-half of which came from the H_2O_2 , the other from the $K_2Mn_2O_8$. The only objection was the separation of manganic oxide as a brown stain upon the interior of the apparatus and which must be removed each time by the use of oxalic or sulphurous acid. Experiments were next made with an acidified bichromate solution; this, of course, was free from precipitate, but the results varied according to the rapidity with which the reagents were allowed to mix, the volume of gas often agreeing with that obtained with permanganate, but sometimes was considerably below this volume. The use of an aqueous bichromate solution, however, gave very uniform results, no matter if 0.5 per cent., 5 per cent., 10 per cent. or a saturated solution was used; the only difference noticeable was in the rapidity of the reaction, this increasing with the stronger solutions. Upon mixing the dioxide with the bichromate there is formed a deep blue coloration, changing through a violet to a brown, and finally into the original orange color; the bichromate is, therefore, only temporarily oxidized to perchromic acid or a perchromate, and this in turn is reduced again to the condition of bichromate. The volume of gas therefore comes only from the dioxide.

The operation is effected as follows: Place 20 Cc. saturated bichromate of potassium solution in G and 2 Cc. or 4 Cc. of hydrogen dioxide in the homeo; fill D and the syphon-tube as previously described and proceed. The complete decomposition does not take more than two or three minutes, and has been complete in one minute. It is possible to use the bichromate solution over and over again; simply remove the homeo, wash this, charge with dioxide and proceed again. Divide the volume of the displaced water by the volume of the dioxide used for the volume strength of the dioxide. In determining the strength of the dioxide by the U.S.P. assay process and comparing it with the one just described, it was found that the latter gave high results, due particularly to effect of temperature and aqueous tension; the solubility of oxygen cannot be of much consequence, or results obtained by conducting two assays one after the other with the same bichromate solution should give somewhat higher results in the second assay, but this was not the case. The effect of barometric pressure is much less than that of the two first mentioned, and can ordinarily be left out of consideration just as it has been disregarded in the Pharmacopoeia. The following corrections for temperature and tension of aqueous vapor are easily applied, and then give results comparing very closely with the U. S. P. process:

Temperature.	For Exact Correction Volume of Gas is Divided by	For Approximate Correction Subtract from Volume of Gas.	Error of Approximate Correction Per Cent.
10° C.	1.0488		+ 0.11
15° C.	1.0719		+ 0.05
20° C.	1.0967		+ 0.00
25° C.	1.1236		+ 0.12
30° C.	1.1533	+ and add $\frac{1}{10}$	+ 0.16
35° C.	1.1866	+ and add $\frac{1}{5}$	+ 0.18
40° C.	1.2245	+ and add $\frac{1}{4}$	+ 0.09

RESULTS OF SOME ANALYSES.

U.S.P. PROCESS.		NEW METHOD.	
Per Cent. H_2O_2 .	Volumes Oxygen.	Volumes Oxygen Found.	Approximate Correction for Near-est Temperature.
1... 2.94	9.71	11. " at 25° C.	9.78 at 25° C.
2... 3.09	10.23	11.5 " at 25° C.	10.23 " 25° C.
3... 3.14	10.40	11.75 " 25° C.	10.45 " 25° C.
4... 3.11	10.28	11.63 " 25° C.	10.34 " 25° C.

¹To change percentage of hydrogen dioxide into volumes of available oxygen, divide the percentage by 0.8027 or multiply the percentage by 1.2458.

²To change volume of available oxygen into percentage of H_2O_2 , divide the volume by 3.808 or multiply the volume by 0.2627.

Without doubt the list of substances which can be estimated by gasometric analysis is easily extended; among these may be mentioned chlorinated lime, Labarraque's solution, barium dioxide, chlorine water, etc. For these the best conditions must be ascertained and the results compared with those obtained by volumetric processes—work which will be presented in another paper.

Viscose; New Form of Cellulose.

A new form of cellulose has been recently discovered, which possesses many valuable properties. The chemical designation of this new body is the soda salt of cellulose—xanthogenic acid; it is often designated by the name xanthate of cellulose, or viscose. The discovery of the body is due to the researches of Messrs. Cross, Revan and Beadle, the fundamental action ("Scientific American") being that of the alkali upon cellulose; these have no action if they are sufficiently diluted with water, and have no other effect than that of bleaching the cellulose; when concentrated, however, they act energetically and give a well-defined compound of cellulose and alkali. In order to obtain the viscose from an alkali-cellulose, the latter must be submitted to the action of carbon disulphide. A combination is formed, and the body at first swells up, being converted by degrees to a gelatinous mass, which gives a homogeneous solution in water. The process is thus very simple; the cellulose is triturated in a mortar, while still somewhat wet and in small fibers, with soda lye, which is poured in little by little. The matter is then placed in a closed vessel with a small quantity of carbon disulphide for three or four hours, to obtain the viscose. This body somewhat resembles glue in appearance, being more or less thick, according to the quantity of water it contains; it is remarkable for its viscosity, whence its name. It is strongly colored, but the coloration may be changed by the addition of pigments. The property of viscose which makes it of special value is that at the end of a certain time, often but a few hours, it forms an insoluble gelatinous mass, which becomes comparatively hard and washes perfectly. It may be molded into different forms or spread in a thin layer upon wood, paper, fabrics, etc. The various uses of this product are apparent; the insolubility of the varnish may be increased by dipping it into a concentrated solution of salt, alum, etc. It is probable that viscose will render service in the fabrication of artificial leather or vegetable silk.

INCOMPATIBILITY AND SOME OF ITS LESSONS.

By WALTER G. SMITH, M.D.

Explosive and Inflammable Compounds.

(Concluded from page 404, vol. 38.)

Many dangerous and some fatal accidents have happened through carelessness or ignorance of first principles, and I propose now to adduce the more important examples which have occurred in practice.

An explosion may be defined as a sudden and stormy decomposition, attended with noise, and frequently with flame.* It is evidently a non-reversible action.

Danger may arise from dealing with either.

(a) Unstable single molecules. (b) Processes of rapid and violent chemical reaction between two or more substances.

I. Unstable Molecules—i. e., one containing a store of energy in a condition of stress. This energy is liable to be suddenly liberated, with evolution of much heat: (i) Hypophosphites of calcium and sodium: $\text{Ca}(\text{PH}_2\text{O}_2)$; NaPH_2O_2 .

These salts are likely to explode when simply heated or triturated. A druggist who was engaged in drying some calcium hypophosphite over a sand-bath was killed by the explosion.

Calcii hypophosph. 3ss.
Potass. chlorat. 3ss.

M. Ft. pulv. vi. One three times a day.

When separately powdered and carefully mixed, they were being removed from a glass mortar by a metal spatula, when they suddenly exploded and half stunned the dispenser, blowing off some of his eyebrows and eyelashes ("Ph. Journ.," 3rd Ser., xi. 506).

(ii.) Picric acid and plerates. Lydite is a mixture of picric acid and gun-cotton.

(iii.) Nitro-glycerin (trinitrine). May explode when shaken or agitated. The Liq. trinitrini B. P., when diluted with water, and let stand, deposits a liquid of oily consistence, one drop of which, absorbed by paper and struck with a hammer on a hard surface, explodes.



(iv.) Erythrol tetranitrate.

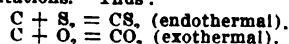
An accident by which a chemist lost his life happened at a tabloid factory in Deptford in 1897. He was engaged mixing erythrol tetranitrate with finely powdered lactose in a mortar, when an explosion occurred.

A medical man was sent a sample specimen of the same drug. He carelessly threw the bottle containing it into the waste-paper basket. Next morning the basket was emptied into a dust-pan containing hot ashes. An explosion ensued; the cook was partially stunned, and received about two dozen small wounds on the hands, arms and face.

Mannitol hexanitrate explodes violent-

* From the "Practitioner," through London "Pharmaceutical Journal."

* It has been shown in the General Part that Berthelot's law of maximum work has limitations. Thus:



ly on being struck with a hammer, or when suddenly heated.

(v.) Nitrogen iodide.

The chemical nature of this compound has been already explained.

It is extraordinary that combinations of Liq. ammoniæ and Tinct. iodi, or Liq. ammoniæ with Tinct. iodi and colodion, have been recommended as safe for external use, for serious accidents have occurred (Kobert).

II. Rapid Chemical Action—i. e., oxidation or reduction.

This mode of action is naturally observed, chiefly in connection with compounds rich in disposable oxygen—e. g., chlorates, iodates, nitrate, chromates, permanganates and peroxides.*

(a) In the dry state:

It is dangerous to triturate potassium chlorate or nitrate with:

(a) Free sulphur, or Pulv. glycyrrh. co. (contains 1 in 12 of sulphur);

(b) Antimonious sulphide;†

(c) Finely divided carbon—e. g., in dentifrices.

(d) Tannin—e. g., catechu.

A mixture of Pot. chlorates, 5ss., with 5ss. of tannic acid, was rubbed in a new Wedgwood mortar with a rough surface. A violent explosion occurred.

(e) Sugar: Saccharin.

(f) Hypophosphites. This is very dangerous.

A young pupil rubbed up a mixture of $\frac{2}{4}$ parts of calcium hypophosphite, $\frac{3}{4}$ parts of potassium chlorate, and 1-3 part of iron lactate. Suddenly the whole mixture took fire, and there was a violent detonation. The young man received such severe burns that his life was endangered.

(g) Mercuric oxide detonates if rubbed with iodol.

(b) In the liquid or moist condition:

(i.) Nitric acid acts violently upon phenol creosote, and on some volatile oils—e. g., Oleum terebinthinæ.

Sawdust has been set on fire by spilling strong nitric acid upon it.*

A mixture of nitric acid, hydrochloric acid, and Tinct. nucis vom. exploded after some hours (Kobert).

(ii.) Chromic acid, CrO_3 , if concentrated, will set fire to glycerin or alcohol.

Such a prescription as this should not be dispensed:

Ac. chromicl. 3ss.
Glycerin 3iv

For external use.†

or Ac. chromic, glycerin, alcohol, equal parts.

(iii.) Potassium permanganate can likewise ignite glycerin or alcohol, and detonates when rubbed up with Confect. rosæ.

Ext. nuc vom. gr. 1-6
Ext. aloes aq. gr. 1
Pot. permangan. gr. 1

The pill mass, when triturated in a mortar, exploded.

* True peroxides develop peroxide of hydrogen (H_2O_2) with acids, and should be distinguished from dioxides (e.g., MnO_2), which form salts with acids.

† The following prescription was presented at a pharmacy in New York:

Lactis sulphuris. gr. 1ij
Antimon. sulph. aurant. gr. 1ij
Zinci valerian. gr. 1
Potasse chlor. gr. 1j
Ft. pulvis.

This cannot be dispensed without an explosion.

* A dispenser dissolved the chromic acid in a little water, added the glycerin, and shook up the mixture. Explosion ensued and scattered the contents of the flask.

An unlucky apothecary attempted to dispense the following formula:

Pot. permangan. } of each. 10
Alcohol }
Distilled water 15

Scarcely had the bottle been corked when an explosion took place, and the boiling liquid spurted into the face of the surprised pharmacist. He nearly lost the sight of one eye, and was disabled from work for more than a month.

(iv.) Iodine reacts violently upon, and may inflame, some volatile oils—e. g., Ol. terebinth. and Ol. limonis.

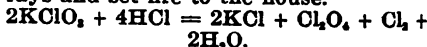
A medical man set about manufacturing terebene by acting upon oil of turpentine with pure sulphuric acid. An explosion followed and burnt his clothes. Worse would have happened but that he had taken care to envelop the bottle in a towel.

(v.) Silver oxide, freshly precipitated, develops much heat when rubbed up with creosote, confection of roses, or extract of gentian. Occasionally pills containing the oxide have exploded several hours after dispensing. Silver oxide also forms a very explosive compound with Liq. ammoniæ.

(vi.) Potassium chlorate + tinct. ferri perchlor + glycerin, when warm is liable to explode.

This event happened in the pocket of a patient who carried a bottle containing this mixture.

Another time a similar mixture exploded under the influence of the solar rays and set fire to the house.



A curious accident happened in London. A man who was packing capsules of amyl nitrite broke some of them by chance, and the wrapping wool, soaked with the liquid, was thrown out of the window. It happened to fall through a grating beneath which was an open barrel containing potassium chlorate, which, on contact with the amyl nitrite, blazed up, and nearly set fire to the building.

(vii.) Sodium peroxide (Na_2O_2).

This substance, a light yellow powder, is now an article of commerce, and is prepared on the large scale by the action of air upon metallic sodium at 300 degrees. It is used for bleaching.

When added to water it develops much heat and liberates oxygen:



This reaction has been utilized in the study of the respiratory function in animals in a confined space. The products—viz., oxygen and caustic soda, are precisely those necessary to absorb CO_2 , and replace it by oxygen. Calcium peroxide (CaO_2) has been suggested by Nencki and Zalesky as an intestinal antiseptic.

If some of the peroxide be wrapped in muslin, or in cotton wool, and water be dropped upon it, the whole bursts into flame.

The peroxide at once sets glycerin on fire, and if added to commercial formalin a very violent explosion occurs.

This latter experiment should be performed only with small quantities.

A bandage which had been soaked in solution of peroxide of hydrogen ignited when dry.

ANTIMOSQUITO LOTION.

Acetic ether. Gm. 5
Eucalyptol Gm. 10
Alcohol Gm. 10
Tinct. pyrethrum. Gm. 50

THE RESPONSIBILITIES OF A DRUG CLERK.

The August "Century" has a short story by Laura E. Richards, which will be read by many a drug clerk with a keen appreciation of how nearly the authoress has approached to the actualities in weaving an airy fiction. She describes a drug store which "smelled of cassia, quinine [sic] and many other things—a clean, connotative smell." And if she slips in transcribing the official titles on "the tall glass jars bearing strange legends in gilt lettering—'Spir. Canthar.', 'Spir. Lav. Co.', 'Aq. Test,'" it will be forgiven her for what follows. The story opens with an imaginative drug clerk who is left in temporary charge of the drug store of his uncle. He is reading Theocritus and dreaming of Daphnis, the "herdsman of the lowing kine," and lovely Amaryl-lis; and, still filled with "the white vision of grace divine," he is interrupted by the entrance of a middle aged woman in a sunbonnet, stout, crimson, panting. . . . He pulled himself together. The vision passed, and he became alert and business-like.

"What can I do for you, madam?" he asked, with a fair imitation of his uncle's manner. "A child is sick, you say? Have you a prescription? If so—"

"No, I ain't got no written prescription. I'm a nurse; be'n nursin' thirty years. Guess I know more 'n any doctor or doctor's boy I'm likely to find here." She sniffed, then put on an air that was meant to be winning. "Well, say, you can put up the things I want, can't you? Do jest as I tell you, and you can't make no mistake. There, I've handled more drugs than you'll handle in your lifetime. Gimme an ounce of lavender—that's right. Now some ether. An ounce'll be enough, I guess. Ever taken ether, sonny? I can give ether in the dark, any time. No need to look at the bottle; know it by the smell. Now two ounces of ammonia—rheumatic spirits of ammonia. ('T ain't no good in the world for rheumatism, for I've tried it.) There 't is, in that brown bottle on the second shelf. Right under your nose, boy! Ain't you got the sight of your eyes? That bottle hold 'em all? . . . There, now, that'll do. 'Bout fifty cents' wuth, I sh'd jedge. I like to pay as I go. It's a neighbor's child that's sick, and I must hurry back to it. You explain to the doctor—if you don't forgit all about it before I'm out the door."

She cast a glance behind her, and saw the lad gazing with wide, helpless blue eyes. "Loony, I expect," she said, as she sped on her way. "Doc Haight'll never make a druggist of that boy. Must be Selina's son; Selina was always asleep with her eyes open."

Left alone once more, the young clerk stood for a few moments as if in a dream, with the bottle from which he had last been pouring still in his hand. Theocritus always made him dream; and besides, the smell of the drugs was fresh in his nostrils, and there was a kind of intoxication in it. . . .

The sun slanted through the great gilded jars on the lower shelves, and they seemed full of dusky molten gems. "Tinct. Myrrh.," "Tinct. Aloes," "Spir.

Menth.," "Ol. Bergam.," "Ol. Tereb."—the very words should be warm and fragrant. All lovely vowels should rush together to form names for these lovely things. Ruby, amethyst, emerald—jewel-names were full of vowels; why not drug-names? Why should there not be a poem to glorify drugs, as Keats had glorified food and stuffs?

And lucent syrups tinct with cinnamon.

Why, that applied better to these shelves than to Angelo's feast. "Gulac!" There was a whole romance of mystery in that one word.

All these lucid gums, too, that when fresh must have dropped like starry gold from the tree, how beautiful they were even now, in dry shining nuggets, harmless, translucent gold!

In Samarkand there grows a tree.

That was a good line for a beginning. Why should he not write the poem himself? He always meant to write, some day, when he had read enough. Gums and nuts and berries—what was that passage in Theocritus about the berries harsh and swart?

He glanced down; but instead of the book, his hand held a bottle. His eyes settled on it vaguely at first, admiring the rich amber of the tincture; the next moment he seemed to emerge from a cloud, and stood on a bare peak, breathing air that choked him.

"Tinct. Aconite. Poison."

She had said ammonia, that harpy who was here. But she had motioned to this bottle, had laid her hand on it, and he had taken it down at her bidding. Ice crystals went dropping down through his veins; a cold hand gripped his heart. He ran to the door and looked up and down the street. No one was in sight. The shops were shut; it was the village dinner-hour. A side street, or alley, branched off from the main street; he ran to it, his legs like water under him. It was empty, save for a child playing with a battered doll. Had she seen a woman go by? he asked, with a voice he had never heard before. The child shook her head. No one had gone by this long time. She bent over her doll, and bade it take its medicine like a good girl, and it would feel better. Was this a devil in the likeness of a babe?

The clerk went back to the shop, and found a man complaining to the skies, demanding plasters, and wanting to know what kind of a drug store this was, anyhow. Confession hovered on the boy's lips, but the man's red, gaping aspect kept it back. He tied up the parcel in silence, thirsting for solitude. When the man was gone, he could have called him back and wept on him, for anguish of being alone.

"I am a murderer!" he said aloud. The shop rang with the sound; the glass jars tinkled it back; the packages of dry herbs hissed and rustled with it. The figures on the patent medicine bottles seemed to glare at him. The laugh on the lips of the maiden who advertised Cherrifoam froze to a sickly grin of horror. . . .

He was a murderer! The child would die. He had put enough aconite in that bottle to kill a dozen children. Perhaps it was already dead. Was it a minute or an hour that he had been standing there? . . .

He saw the shameful death, his father's honest name disgraced, his mother—

No, no! That was not to be! That should not be! Anything was better than that. Suicide was better than that!

His mind ran back rapidly over his childhood. Had his love of books brought him to this?

"For love of lovely words." He had seen that somewhere. In a magazine, was it? He remembered the day when he had got hold of "Pope's Homer," an old battered copy of his uncle's, and how the worlds opened before him. Then he found Keats—Keats, who had been an apothecary's boy, too, and had read Homer, too, the Chapman translation that no one seemed to know anything about, here in the village. Then the high-school teacher had lent him this Theocritus. How the worlds opened! How he had grasped since then at everything that had sound and color and form! He had hardly got as far as thought yet, but that was coming. If he could only get to college! And his mother said he should go if he could earn half the money. That was how he came here, after leaving the high school, to his uncle who suspected nothing, who thought he wished to be a druggist all his life. Plenty of college men were druggists, to be sure; but for him, no. Yet half an hour ago he had fancied a poem of drugs—a poem that Keats might have written; and it was perfectly clear that Keats got his colors from these very jars and bottles that were now flaming hell upon him, John Malvin, who might have been the new Keats. And now! now!

"Well, here I be again," said a voice. It was the red-faced harpy, still breathless.

"Uncle ain't come in yet? Well, I jedge he might n't. Say, I brought this bottle back, sonny. The baby was so much better when I got there, he did n't seem to need it any, and his mother was kind o' put out at my gettin' it without the doctor bein' here, though I told her I guessed I knew as much as Dr. Haight did, any day of the week—nothin' only a 'pothecary doctor. But rather than have any feelin' about it, I thought I'd come back. And, say, you might give me back that fifty cents, if you're a mind to. She's mean as dirt, that woman, and says she won't pay for it, and I suppose you can use it up some other ways, hey?"

When Dr. Haight came in a little later he found his nephew, with a face as white as curd, wiping up a mess of broken glass and amber liquid.

"What's this?" asked the apothecary, sharply. "Who's been smashing things here? Careless! Why, John, what's the matter with you, boy? Speak up! Here let me feel your pulse! There, John, you go and sit down a bit, and I'll mix you up something. Had a sort of spasm, have ye?"

The boy did not sit down.

"Uncle James," he said, "I'm going home, please!"

"Going home?" echoed the apothecary. "Of course you are, Jack, if you are going to be sick. But we'll fix you up in a few minutes. Don't you be scared."

"It—isn't that," said the boy. "I have been left alone here an hour—two hours? Well, it's all the same. I have committed murder, suicide and arson, and—and—I want to go home to Pisgah before I do anything more. Good-by!"

Queries and Answers.

We shall be glad, in this department, to respond to calls for information bearing on pharmacy or any of its allied topics, and cordially invite our friends to make use of this column.

The name and address of the inquirer must accompany the communication, not for publication, but to assure attention, as we make it a rule to pay no regard to anonymous correspondence.

Quinine and Resorcin Incompatible.

—H. A. K. writes: "In compounding the following prescription, to wit:

Quinine (alk.)	.....3ss
Resorcin	.....3i
Glycerin	.....3ss
Alcohol	.....each 3ij
Aqua	

M. ft. sol.

"I found that while the quinine and resorcin dissolved entirely in the alcohol, that after adding the other ingredients and the mixture had stood from 15 to 30 minutes, a crystalline substance was precipitated which, when dried, represented about one-third of the total weight of resorcin and quinine, and while the precipitate retained some of the characteristics of both substances, it differed in its solubility from both, being only slightly soluble in boiling alcohol.

"Kindly state what compound is formed, also as to whether the prescription can be compounded so as to retain in solution all of the resorcin and quinine."

It is extremely probable that the precipitation observed here is due to the formation of a resorcin compound of quinine. Resorcin unites with quinine under proper conditions to form a definite chemical body known as resorcin-quinine, and the new substance has a wholly different character from either of the original substances. Our correspondent's observation with regard to the lesser solubility in alcohol of the precipitate as compared with each of the two original substances points almost conclusively to the formation of resorcin-quinine, which is much less soluble in alcohol than either quinine or resorcin by themselves.

The solution of the two substances in alcohol and water was very favorable to the formation of the compound.

This is, we believe, the first time that this interesting incompatibility has been observed in prescription work, but now that attention has been directed to it, we shall doubtless hear of many more cases, especially in view of the increasing use of resorcin as a medicament for internal administration.

As to suggesting a means of overcoming the tendency of these two bodies to unite in a solution of the character represented in this prescription, this is a rather difficult thing to do. The employment of any chemical substance being out of the question, some agent that will retard the action between the two substances would seem best indicated. Therefore the addition of a small amount of powdered tragacanth to the solution of resorcin before adding the quinine solution would be recommended. This premises, of course, that

in preparing this prescription our correspondent dissolves the quinine and the resorcin in separate portions of the solvent.

Fluorescein Solution.—Dr. C.—The solution employed in the New York eye clinics is made by dissolving fluorescein (resorcin phthalin) in a 2 per cent. aqueous solution of sodium bicarbonate. The solution so prepared is used as a diagnostic agent for the detection of corneal ulcers. It is dropped on the cornea of the eye and defines the ulcerated area by coloring it green, the healthy tissue being unaffected.

Artificial Lithia Water.—C. H. G. & Co.—This is best made by combining lithium citrate with an artificial vichy salt, as follows:

	Parts.
Sodium bicarbonate.....	352
Potassium bicarbonate.....	16
Magnesium sulphate.....	16
Sodium chloride.....	32
Lithium citrate.....	40

The ingredients should be powdered separately and mixed. A water of suitable strength and alkalinity can be prepared by taking 1 ounce of the mixed salts for every gallon of water and charging with carbonic acid gas in the usual manner.

Latest Edition of the National Formulary.—R. M. J. writes: "Inclosed find the amount of my subscription to your up-to-date Journal. There is a suggestion which I should like to make. I have noticed in works on pharmacy references to certain preparations concerning which the National Formulary is quoted as authority. On looking up my edition of that work (1888) I find no mention of certain of the galenicals which happened to have been mentioned. Now I have not heard of or seen advertised a second edition of the Formulary, and if such exists and the additions are not too numerous, I think it would be a good idea to present them to your readers. On the other hand, if the additions are too numerous, I am sure that no wide-awake druggist would fail to obtain the latest copy.

"I have also taken a great deal of interest in the contributions to our knowledge of pharmacognosy and vegetable histology as made by Kraemer, Schneider and others, as I believe that by means of the microscope certain adulterants can be detected that could not be otherwise recognized. Some time ago you intimated that a work was to be published shortly on this particular subject. Will you kindly state if such a work can be obtained to-day, and who are the authors?"

The Revised Edition of the National Formulary was published in 1896 and

the event was widely advertised at the time in the pharmaceutical press. If you will consult your file of the AMERICAN DRUGGIST for that year, beginning with the number for May 11, you will discover a most extended review of the new work, in which the pharmacy of the new preparations receives especial consideration. This notice of the Revised Edition ran through five or six numbers and every change was clearly indicated. As to printing the formulas of the additions in this journal, such a proceeding would hardly be fair to the owners of the copyright in the book—the American Pharmaceutical Association. While the association makes no objection to the occasional publication of single formulas, it would scarcely permit or look with favor upon the publication of the entire list of additions as you suggest.

The promised American magnum opus on pharmacognosy has not yet made its appearance, but it will probably soon see the light. As to the author, separate works are under way by two different authorities on the subject, and we are unable to say which author shall complete his work first.

Aromatic Elixir of Cascara.—F. G. W.—Various formulas have been proposed for this preparation. One of the most recent which appears to possess unusually good qualities from the fact that it is based on the work of previous experimenters is the following, credited to Professor Hemm, of St. Louis. It will be observed that the formula provides for the use of the bitterless drug, the process for depriving the cascara of its bitter property being given:

Cascara sagrada No. 60.....	Gm. 1,000
Liquorice root No. 40.....	Gm. 150
Freshly slaked lime.....	Gm. 100
Alcohol.....	Cc. 500
Glycerin.....	Cc. 250
Water.....	a sufficiency
Diluted alcohol.....	Cc. 25
Compound spt. orange.....	Cc. 12
Solution of saccharin.....	Cc. 60

The directions for preparing the above are given as follows: Mix the freshly slaked lime with the cascara bark and the liquorice root; add 1000 Cc. of water and mix thoroughly, pass through a No. 20 sieve, macerate for twenty-four hours and then dry at a temperature of 40 to 50 degrees C.

Mix the alcohol, glycerin and water and moisten the drugs with 400 Cc. of this menstruum—pack firmly in percolator and pour sufficient menstruum on to pass through the drugs and leave a stratum on the surface. Macerate forty-eight hours, then percolate as customary in making fluid extracts, using diluted alcohol as the last menstruum.

Reserve the first 850 Cc. of percolate, then percolate until the drugs are fully exhausted.

Evaporate the weak percolate down to a soft extract, dissolve it in the reserve portion of percolate, add the solution of saccharin and the compound spirit of orange, and, lastly, enough diluted alcohol to bring it up to the measure of 1000 Cc. Allow to stand for several days, then filter.

The above formula, it will be perceived, will yield more of an extract than an elixir, but as a basis for the manufacture of a true elixir it will be found excellent.

Frank Edel is the author of a formula for a true aromatic elixir of cascara which yields a very acceptable article. It calls for considerable manipulation.

but magnesia takes the place of the slaked lime for the removal of the bitter principle:

Cascara sagrada.....	Gm. 100
Magnesia	Gm. 30
Water	Cc. 100

Mix the cascara and magnesia, moisten thoroughly with water, allow to macerate 12 hours, then pack in a percolator and macerate 48 hours. Pour on 100 Cc. of alcohol and continue percolation until 400 Cc. of percolate is received. Then take

Berberis aquifolium.....	Gm. 37.0
Coriander	Gm. 17.0
Liquorice extract.....	Gm. 2.0
Angelica root.....	Gm. 2.0
Oil anise.....	Cc. 1.3
Oil orange.....	Cc. 1.3
Oil cinnamon.....	Cc. 1.0

Mix the different ingredients and moisten with the percolate previously obtained, allowing the whole to macerate for 24 hours. Then percolate with the remainder of the menstruum (the remainder of the 400 Cc. obtained from the mixture of cascara and magnesia), adding water until 800 Cc. passes through. In this dissolve 400 Gm. of sugar and 2 Gm. of saccharin, and the result is a sweet-tasting, pleasantly aromatic liquid.

Hager's Handbuch and the Universal Pharmacopoeia.—F. W. B. writes: "Please inform me if there is a recent edition of Hager's Pharmaceutischen Praxis, or Handbuch of the same, printed in the English language? Also is there obtainable a combination work embracing the pharmacopoeias of England, Germany, France and the United States? If any of the above are in print I would be pleased to know of the publishers."

Hager's Handbuch der Pharmaceutischen Praxis" is now being issued in revised and enlarged form by Julius Springer, of Berlin. The work has never been published in English translation. The new edition is being issued in parts, about half the work having already been published. Hager's work is in our opinion much more likely to prove of practical value to a dispensing pharmacist than the Universal Pharmacopoeia, since the former embraces the more important features of the last named work, and besides gives a great deal of information concerning extra-pharmacopoeial preparations and processes.

Either of these books may be obtained through the AMERICAN DRUGGIST, unless, as is possibly the case, the Universal Pharmacopoeia is now out of print. The price of Hager's "Handbuch" is 2 marks (50c.) per part. The publishers promise to complete the whole in about 20 numbers.

Book Notes.

A GENERAL FORM OF PHARMACY LAW as Amended and Approved by the American Pharmaceutical Association at Richmond, Va., May, 1900.

This is a reprint of the "Model Pharmacy Law" which has already been thoroughly discussed in these columns. It is reprinted for general distribution by the American Pharmaceutical Association, with a view of placing a copy of the draft in the hands of all who are interested in legislation, in the hope that wherever any changes in existing phar-

macy laws are to be made this form will be used as a model. In this wise it may eventually be possible to obtain a greater uniformity in the character of the several State laws than now exists. Copies may be had from the secretary of the association, Chas. Caspari, Jr., 103 Anquite street, Baltimore, Md.

Pamphlets, etc., Received.

The annual announcement of the Ontario College of Pharmacy for 1900-1901, which is just to hand, contains much that will prove of interest to prospective students everywhere. The curriculum of study for apprentices is particularly valuable, although the choice of text-books and books of reference is not wholly above criticism. In this respect, however, there is legitimate room for wide difference of opinion. The curriculum is printed in full elsewhere in this issue.

THE THIRD, REVISED, EDITION OF MINDES.—A new manual of the new remedies has appeared in the third published by Orell Fuessli, of Zurich, Switzerland. The volume is an octavo of some 300 pages and is brought down to the very latest date. In the description of the patented remedies the name of the manufacturer is given, which information furnishes a valuable clue to the pharmacist who is called upon to furnish these remedies while they are not yet well known upon the market. The volume is published at 5 francs.

Semi-annual Report of Schimmel & Co. (Fritzsche Bros.), Leipzig, New York, and London, April, 1900.

Correspondence.

Compound Chalk Powder.

Suggested Improvement in the Formula.

To the Editor:

Sir: I send you herewith the results of two consecutive seasons' experimentation with the manufacture of compound chalk powder and chalk mixture. We have long outlived the use of "syrup" and the large amount of cane sugar formerly employed, which caused the preparation to be so much neglected by the medical profession.

It was often found that the presence of even a limited amount of the sugar had but the effect of adding fuel to the flame in the particular form of sickness for which this mixture is prescribed.

In some early experiments I tried a mixture of equal parts of lime water and cinnamon water as a diluent for the compound powder, thinking an ideal preparation would result. But after allowing several samples to stand from August, 1899, nearly to date, I found that the samples so made were considerably decomposed, while other samples made from undiluted cinnamon water had remained in a perfect state of preservation.

The new formulas devised by me are as follows:

Improved Compound Chalk Powder.	
Acacia, in fine powder.....	gm. 200
Prepared chalk.....	300
Sugar of milk.....	gm. 500

To make.....gm. 1,000

Improved Chalk Mixture.

Improved compound chalk mixture	gm. 200
Cinnamon water.....	Cc. 800

To make.....Cc. 1,000

I have submitted the above formulas to several physicians and druggists

within the last year, and all seemed to think them worthy of being referred for adoption by the druggists and doctors of the country through the medium of your esteemed paper.

JOHN M. TOBIN.

Narragansett Pier, R. I., Aug. 19, 1900.

Pharmaceutical Cripples.

To the Editor:

Sir: Those of your readers who have the future of pharmacy at heart, who believe in fewer and better colleges; fewer and better students and fewer and better pharmacists, should send to Prof. W. M. Searby, of San Francisco, Cal., asking him for a copy of an able address recently delivered by him on "Cripples." In a dignified but strong argument he pleads for better preliminary education, appeals to pharmacists to not accept as apprentices young men who have had no schooling. He insists on a higher qualification for an apprentice than the art to draw a glass of "Kamist" with arms poised at an angle of 85 degrees; or jerk a milk shake without spilling any artificial cream, while the one tumbler makes a trip to the ceiling.

Professor Searby does not believe in building a roof before the supporting walls are up. Here are some of his cold, cruel but eloquent statistics: In 1896 the number of matriculants at his school was 1,896, of which number 28 per cent. graduated. In 1899 the number of matriculants dwindled down to 48 with a percentage of 73 graduates; the explanation being that high school graduation as a requirement for admission to the college had operated to reduce the number of matriculants but advanced the percentage of graduates, showing that better results are to be gained from sewing seed in a rich soil than by attempting to raise a crop on a cement pavement.

While the West—and California is pretty nearly a Western State—has the reputation of being wild and woolly—the California college admission requirements are far ahead of the "Hubs of Eastern Culture," for with some so-called reputable colleges, the requirements stop at the "desirability of good schooling" in the catalogue—in other words, any old material will be acceptable, even if the schooling did not enable the applicant for admission to correctly figure the simplest arithmetical problem.

But, let interested pharmacists read the paper on "Cripples" in full! The cripples referred to are physical cripples, college cripples, and board of pharmacy cripples. I am somewhat acquainted with all the three grades. I sympathize with Dr. Searby, and I wish to thank him publicly for his excellently courageous paper. In this age of sycophancy it almost takes physical and mental courage to call a spade by its right name. Trusting this effusion will not tax your space or courage.

W. BODEMANN.

CHICAGO, ILL., August 18, 1900.

The annual meeting of the Deutsche Apotheker-Verein will take place at Stuttgart on September 4 and 5. The principal subject for discussion is the ever "burning" question of the regulation of the apotheker system.

Advertising Ideas.

Under this heading we shall conduct a practical discussion of store methods and advertising for retail druggists. The Department Editor will be pleased to criticise advertisements, suggest improvements and answer all questions coming within the scope of this department, provided they are accompanied by the name and address of the writer.

ULYSSES G. MANNING,

DEPARTMENT EDITOR.

SHORT SEASON GOODS.

Editor Advertising Ideas:

The approach of the fall opening of the public schools prompts the live druggist who deals in text-books and other school supplies to make plans for increasing trade in these lines.

Will you please give some general suggestions on advertising these lines?

Are there any new schemes, or commendable old ones, that may be used to gain the trade of school children? Please reply if possible in issue of 27th. Otherwise your suggestions will be too late for use this season.

A. J. Estabrook.

Sandwich, Ill.

WHERE it is desirable to make a special push on school books and supplies, or any other goods that must be sold within a limited season, it is essential that large ads. be used. The shorter time you have to accomplish a given task the more power there must be applied. Most school books and supplies are sold in one week. People will not buy them until they are needed. You must, if possible, stampede the trade at just the right moment. Where there is enough of this business to be worth going after the advertising should start a week before the opening of the schools, and should be aggressive. If the newspapers are depended upon, extra space should be taken. This is one of the times when quarter and half pages are justified. There is force in bigness, and force is what is needed. You want to make sure that people will think of you when ready to buy, and therefore it pays to use ads. that no one can get away from. If circulars are used they had better be distributed twice within a week or ten days; or two different circulars can be used. It is not necessary that your big ad. shall contain much matter, no more than if the ad. was smaller; just say the necessary things, and no more.

As to schemes, all the successful ones I have ever seen tried are founded upon one idea: That of bribing youngsters by the offer of some gift. Many variations are employed. One is as follows: Put a number of gifts in the window for both boys and girls. If one or two of these are really desirable the remainder can be of small consequence. Give each of the gifts a number and put a list of the gifts and their numbers in your safe or in the hands of some

outside party. Then allow each purchaser of school supplies a guess at the numbers. Use no numbers of over four figures, and tell this in your announcement. This plan embodies an element of chance which may often make it unsuitable, but it is quite sure to take. A couple of firms I know of advertised the plan by having distributed on the night of Wednesday, I think, before the Monday that schools opened, a tag or card bearing the announcement. These cards were attached to all door knobs, hitching posts and telephone poles in town. They were distributed after people went to bed, which is a method that always creates a mild sensation the first time it is done. Announcements were mailed to a large number of country people a few days in advance of the opening of the country schools.

Another method is to offer outright some slight gift to those who purchase supplies to a certain amount. Crayons, pencils, pencil boxes, combination desk outfits, tablets, etc., will do.

Still another method is to announce that at Christmas time a list of desirable presents are to be given to school children, and that you will retain the name of each purchaser of supplies now and until the holidays, and that each of these memorandums will increase the scholars' eligibility for a gift.

If any scheme of this sort is used it is best to delay springing it until just about the time that buying commences, as by so doing you are apt to prevent effective opposition or the employment of a similar plan by your competitor.

The Prize Advertisement.

The American Druggist offers a prize of books to the value of \$2, each issue, for the best retail druggist's advertisement. The prize is this time awarded to J. G. Howard, Philadelphia, Pa.

CRITICISM AND COMMENT.

Two excellent little folders, submitted by M. J. G. Howard, of the Lorraine Pharmacy, Philadelphia, are deemed worthy of the prize for this issue. About the only fault that can be urged

against them is that they contain too much matter, making it necessary to use smaller type than it is advisable to use in a circular of this sort. The matter should not be cut, the folder should be larger or given more pages. The contents of one of these folders is re-

- TALK -

ON

- SODA -

-HOWARD-

We want to talk on....

GOOD SODA WATER

You possibly know very little about the manufacture of Soda Water.—No, the water running in the glass shade on the figure is not Soda Water—it is plain hydrant water only.

We have the most complete plant in the city for making Good Soda Water, and we make everything pertaining to it (except the gas to charge the water), and this is imported from the Apollinaris Springs, Germany—a natural gas—strange, isn't it? No, we don't use the old kind of Soda Water sold by most druggists—we said we had a complete plant—we'll be pleased to show it to you.

Distilled water, imported natural gas, automatic manufacture—never out of soda—always the same and plenty of it.

Now as to....

SYRUPS, CREAMS, FRUITS, ETC.

We use only the finest Concentrated Syrups, made from fresh, pure fruits—costs a little more, but it makes Good Soda Water.

We use only Pure, Fresh Cream—not milk. We use Imported, Pure Cocoa—costs twice as much, but it makes Good Soda Water.

We use everything the best—to please you—and our Good Soda Water "invites" you to come again.

... SERVICE ...

Our Soda Clerks have studied the business, and are experts.

They will be pleased to serve you just as you want it.

Thin Glasses—Shaved Ice—Cream—Ice Cream—Phosphate—Straws—Wafers—Napping—Everything.

We have a New Solid Onyx Apparatus. One of the finest in the city—we think.

We have also a Hot Soda Apparatus, and our Soda Counters, like our Store, never closes—night or day, Summer or Winter.

... OPEN ALL NIGHT ...

We have everything you possibly want from a first-class Drug Store, and the same care is exercised at the Soda Counter as is rigidly maintained at our Prescription Counter.

We are Expert Soda Dispensers and Competent and Expert Prescription Compounders.

Lorraine Pharmacy

-HOWARD-

S. E. Cor. Broad and Fairmount Avenue

OPEN ALL NIGHT

The Prize Advertisement.

produced. No one can read it without reaching the conclusion that this firm serves very superior soda, and it will be well for other advertisers to observe that this result is gained by the simple method of telling people the reasons why the soda is excellent.

Use of Novelties.

From Kelly's Drug Store, Brooklyn, comes an imitation fire cracker, a novelty that appears to be popular this year, judging by the number I have seen. When the fuse is drawn out a

piece of paper bearing the following reading matter is found attached:

You can't find a match that will explode this cracker, neither can you find a match to the unequaled accommodations you get at Kelly's Drug Store.

This cracker was made to crack up Kelly's Drug Store, etc.

Such machine made ads., and not very novel novelties, are widely used, and indicate a wide belief in advertising coupled with rather hazy ideas as to what advertising is.

No one has ever been able to show indisputable proof that the use of novelties pays, and it is extremely doubtful if they ever do pay.

This same advertiser incloses a circular which is better calculated to do him good. It starts by saying:

"Why carry home drugs from the city when you can buy them cheaper at Kelly's Drug Store. Prices in this folder are the lowest in Greater New York."

This is followed by lists of prices which seem low and which will probably clinch with most readers the assertion made in the beginning.

Don't Get Excited.

Mueller & Dangel, Reedsburg, Wis., send a couple of circulars which show that they are having trouble that worries them.

The circulars present some good arguments, facts that are quite convincing, but they hurt their own case by showing that they are in a state of mind. One circular is headed, "We are no cheap John concern," and between the lines the cut of a prize hog is shown. This is followed by an attack on the goods and methods of some department store that has been cutting prices, which prices have been more than met by this firm. What they tell the people in these circulars is all right; it is the way it is told that is open to criticism. The temper shown will give people the idea that they are hard hit. The attitude to take in such a case is one of good humored contempt. Assume that you hardly believe it possible that any one could think for a minute that your prices were not the lowest to be had, but in order to make this clear you will give a list of the lowest prices you have ever seen quoted, and also your own prices. If you wish to damn a man in print, don't abuse or call names; that creates sympathy for him and weakens what you have to say. Be courteous, generous even; present your facts clearly and fairly, and let the facts rip him up the back. If you will write in perfect good humor and let it appear by inference only that your competitor looks like "thirty cents" to you, you will accomplish a great deal more. In Solomon's time and since, people have had little patience with a contentious man.

H. F. Ruhl, Manheim, Pa., submits a very good ad. on vanilla extract, in which information as to the origin and manufacture of various extracts is given. The ad. may be open to the objection of being too long; it would be easy to make two or three good ads. out of this material. Correct judgment in this matter depends largely on whether

time and space can be given to more than one ad. on a subject.

P. R. Holt & Son, Newnan, Ga., send a readable ad. on pills. This is a little out of the ordinary rut. It is well written, well displayed, and is reproduced in this issue.

Good Advertising Gospel.

Good advertising consists in telling people the plain, honest, simple facts about the goods you want to sell them. Pretty pictures and handsome displays are not advertising—they are nothing but aids to your advertising. Anything you can do to please the eye or attract the attention of people in a pleasing way is, of course, a good aid to advertising, but do not confuse such things with advertising. Simply attracting

A Broken-Down Engine.

You have seen firemen filling up engines with coal. The coal is consumed and runs the engine. The ashes are worthless and are thrown out. Your body is an engine. Constipation is clogging it up; your skin is sallow; you have foul breath and pains in the back.

Holt's Little Liver Pills

will cure you. Sift out the ashes—nature will do the rest. Holt's Little Liver Pills are sold only in 10c. and 25c. boxes. Mailed to any address on receipt of price.

P. R. Holt & Son,
NEWNAN, GA.

A Georgia Ad.

people's attention is not necessarily advertising. Making people read what you print is not necessarily advertising. And getting people to talk about you and to congratulate you or your awfully smart ads. is not necessarily good advertising. Results are the only test. The ad. that doesn't sell goods is a failure, no matter how pretty or how smart it may be. A modest, unassuming ad., well written, neatly displayed and properly placed, full of strong argument and solid truth, may be the means of convincing hundreds of people that the path of wisdom and economy leads straight to your door. If it does this, it is good advertising. The garish, pretentious, boastful ad. that dazzles the

public eye with its brilliance and makes the mind swim with its big words may fail to convince or help convince a single person of the truth of the claims it makes. If so, it is poor advertising—it couldn't be worse.—"The Imp."

A single ad. will not make or break any advertising. A single piece of printed matter bears the same relation to your advertising as a whole as a single brick does to a wall. One unsound brick may weaken a wall, but not necessarily fatally; but if every brick is unsound the whole wall will be unsound.—C. A. Bates.

An Interesting Story.

A Fulton (Mo.) druggist prints the following "story" in his local paper:

About five and one-half years ago Mr. Abraham I. Smith, living in the northern part of the county, built himself a very fine house, had it finished up in first-class shape inside and out, and handsomely furnished. About two months ago he and his wife left home to spend the day, and imagine their surprise when they returned to find their house and everything in it burned.

He drove to town and telegraphed the insurance adjuster to come on next train and he would meet him, which he did, and they drove to the house. When they reached there the adjuster remarked, "What's the matter with you, Smith? I thought you said your house was burned, and there it stands without a blemish." So they got out and walked up to the house, and imagine the adjuster's look of surprise when he walked up the steps, across the porch and opened the door. The entire house had burned away. The adjuster paid him the insurance, \$2,200.

What deceived the adjuster was the paint he used had preserved the house from water and dampness, and the wood was as dry as a powder-house, and the fire starting from the inside had burned all it came to till it reached the paint, and as there wasn't any gasoline in it, it left the entire outline complete.

He drove the adjuster to town, looked up the carpenter that built the house, and renewed the contract with him, and a part of the specifications was "that the new house was to be built inside the walls of paint left standing, and that all the interior floors, furniture, stoves and everything was to be painted two coats of the same kind of paint they had used on the outside, so he wouldn't have to have any insurance." It is hardly worth while to say the paint on the house was the celebrated mixed paint sold only by C. M. Wright & Co., druggists, Fulton, Mo., as their paint was the only one made that will stand the test of fire, weather and time. The above is a true story, as can be proved by Turner Rosser, as he sold the lumber to rebuild the house, Dr. G. D. McCall, family physician, and N. L. Townsend, the prospective son-in-law.—"Printers' Ink."

After Adsmiths—

"Trade Trappers" is the latest descriptive term applied to advertisement writers. John M. Meachem & Co., "originators, designers and printers of modern convincing pharmacal advertising," 340 Dearborn Street, Chicago, are using it in their advertisements to the retail drug trade.

N. A. R. D.**TRANSPORTATION TO DETROIT.**

SPECIAL PARTY PLANNED TO LEAVE NEW YORK AT NOON, SEPTEMBER 11.

Details of the Trip and Arrangements for Business and Pleasure.

COL. JOHN W. LOWE, chairman of the Committee on Transportation of the N. A. R. D., is about to issue a circular containing detailed information regarding rates and routes to the third annual convention of the association, to be held at Detroit, Mich., September 12 to 14, inclusive.

Special Rates from All Points.

Every passenger association in the country has granted a special rate of fare and a third to the place of meeting and tickets can be purchased three days in advance which are good until Wednesday, September 19, Sunday being a *dies non*.

A strong effort was made to obtain an extension of time in order to permit of delegates to the N. A. R. D. attending the meeting of the N. W. D. A. in Chicago the week following. After exhausting every possible resource toward this end, the committee was obliged to accept the inevitable—the one week limit.

Large Attendance Looked For.

Prospects are decidedly bright for a large party on the special train which leaves this city by way of the Lehigh Valley Railroad on Tuesday, September 11. The Black Diamond Express, that noted flyer, will be taken. It leaves West 23d Street at 11.55 a.m., and from Cortlandt and Desbrosses streets at 12 m. The single fare from New York is \$13.50, while the cost of Pullman car seats is \$1.50, and sleeper from Buffalo \$2.

Delegates are instructed to ask for a first-class single ticket to Detroit, and to obtain with it a convention certificate for the National Association of Retail Druggists. Upon presentation of this certificate, properly viséd by the chairman of the Transportation Committee, only one-third fare (\$4.50) will be charged for the return ticket at the station in Detroit.

Special Parties to Join New York Contingent.

Arrangements are now being perfected by which the New York and New England contingent will have plenty of company en route. The Philadelphia delegates who wish to join the New York party will leave the Reading Terminal in Philadelphia at 12.30 p.m., September 11. Arriving at Bethlehem, Pa., at 2.11 p.m., their car will be attached to the Black Diamond Express and the parties united. In the same way the Ithaca, N. Y., delegates connect at Sayre at 6.30 p.m., the Rochester delegates at Rochester Junction at 8.32 p.m., and the Buffalo delegation with the sleeper on the train at 10 p.m. The express is due to arrive in Detroit at 6.45 a.m., Central time, Wednesday, September 12.

No one who has ever traveled by the Lehigh Valley Railroad need be told of the splendid scenic delights of the flying

trip through Pennsylvania. Nothing can compare with the picturesqueness and grandeur of the scenery along the line of this route, and as the greater part of the trip to Buffalo is by daylight, every moment will be enjoyed.

At Headquarters in Detroit.

The association will make its headquarters in Detroit at the Russell House. The Committee on Entertainment, as appointed by President Seely, of the Detroit and Wayne County Druggists' Association, is as follows: Fred. A. Cooke, C. F. Mann, Wm. Dupont, J. W. Seely, M. E. Keyes, P. F. Nasmyth, W. H. Burke, Henry Morris and F. J. Todd.

These gentlemen have worked hard to arrange an enjoyable programme. As now arranged, it is planned to have three sessions of the association on Wednesday, September 12—morning, afternoon and evening. About 9.30 p.m. the meeting will adjourn for a "smoker" at the Fellowcraft club rooms.

Another business session will be held on Thursday morning, and after dinner the visitors and members of the local association will become the guests of Parke, Davis & Co. A boat will take them to the laboratories of the firm, where some two or three hours will be spent in inspection of the various departments. After the visit to the laboratories, the party will again take the boat for a trip up the river and Lake St. Clair. Luncheon will be served on the boat, while the visiting ladies will not have a chance to be lonely, for the wives of the local druggists will provide entertainment in the shape of a trolley ride about the city and to Belle Isle.

A Day to Business.

Friday will be devoted entirely to business sessions. The National Executive Committee, in recognition of the desire of the members of the association that the N. A. R. D. shall be known as a business organization, set apart a very small portion of the time for social enjoyments; but the Detroit druggists and manufacturers will make the best possible use of their opportunities, and a most enjoyable time is anticipated.

Hospital Stewards Organize.

On August 8 many of the hospital stewards of the Pennsylvania National Guard, who are now at camp at Mount Gretna, Pa., attended a meeting in the Sixth Regiment Hospital, to urge the passage of a bill similar to that passed in New York, giving the hospital stewards the rank of military pharmacists with a corresponding military rank of first lieutenant. Those present were enthusiastic over the proposition, and a big fight is to be made to have this bill passed at the next meeting of the Legislature.

N. W. D. A. AT CHICAGO.

Arrangements for the Meeting.

Preparations are going forward actively for the double event in Chicago next month—the twenty-sixth annual meeting of the National Wholesale Druggists' Association and the semi-annual meeting of the Proprietary Association of America at the Auditorium Hotel from September 17 to 22.

Many vital questions are likely to come up besides that all-important one of the future of the tripartite anti-cut-rate agreement and the rebate plan, so that it is quite possible that many of the delegates to the N. A. R. D. will find it advisable to attend both meetings.

Excellent provision has been made for the comfort and pleasure of the visiting members and their ladies. On Monday evening, September 17, occurs a general informal reception to the visiting guests, closing with a musicale and readings by accomplished artists. Tuesday evening is reserved for the usual president's reception, which promises to be an especially brilliant affair, the beautiful and spacious parlors of the Auditorium affording exceptional advantages for the event. Wednesday evening will be given over to an opera party at the Studebaker Theatre adjoining the Auditorium. Thursday evening a musicale will be given the ladies at the Auditorium, followed by luncheon, after which they will join the gentlemen in the grand banquet hall, where the menu part of the gentlemen's banquet having ended, the "feast of reason" will begin with addresses by such men as Senator John M. Thurston, Rev. Frank T. Crane and other equally gifted orators.

Excursion on the Lake.

Friday, at 10 a.m., the magnificent steamer "Manitou" will await the party for a trip over the blue waters of Lake Michigan to Milwaukee, where due provision will be made for the reception and entertainment of the visitors. The return trip at night amid the luxurious cabin and state-room appointments of the "Manitou" will give opportunity for refreshing rest preparatory to the respective homeward journeys.

That the ladies are to be given especial attention has probably been noted in the programme presented, but it must also be mentioned that they are to be honored as well with badges of pure gold. Another plan is for a drive through one of Chicago's great park systems by carriage or automobile on either Tuesday or Wednesday afternoon.

Programme.

The following is a detailed programme of the sessions and entertainment features:

Monday, September 17.
Evening.—General Informal Reception: Musicales and Readings.
Tuesday, September 18.
10.30 A.M. First Regular Session. 2.30 P.M. Second Session.
Afternoon.—Carriage drive through the Parks and to other places of interest.
Evening.—President's Reception.
Wednesday, September 19.
10.00 A.M. Third Session. 2.30 P.M. Fourth Session.
Evening.—Opera Party.
Thursday, September 20.
10.00 A.M. Fifth Session.
Evening.—Gentlemen's Banquet, with Distinguished Speakers.

Luncheon for Ladies, with Entertainment programme including their Presence at the Banquet Speeches.
Friday, September 21.

10.00 A.M. Excursion to Milwaukee by the magnificent steamer "Manitou," specially chartered for the occasion. The comfort and enjoyment of guests en route and in Milwaukee will have the earnest care of a special committee.

Hotel Accommodations.

The Auditorium Hotel will be headquarters for the N. W. D. A., but for the benefit of intending visitors there is given herewith not alone rates at that house, but at other first-class Chicago hotels in the neighborhood:

Auditorium Hotel (American) and Auditorium Annex (European): American plan, \$4 to \$4.50; with bath, \$4.50 to \$5. European, \$2.50 to \$3; with bath, \$3 to \$3.50.

Victoria: American, \$2.50 to \$4; European, \$1 to \$2.50. Great Northern: American, \$3.50 to \$5; European, \$1.50 to \$3. Grand Pacific: American, \$3 to \$4; European, \$1.50 to \$3.

Hotel Metropole, handsome fire-proof structure, twelve minutes' ride from headquarters, corner Twenty-third street and Michigan avenue, especially desirable for visitors with ladies, quiet, modern, attractively furnished and eminently satisfactory in its cuisine. Special rates for convention week: American, \$2.50 to \$3; with bath, \$3 to \$4. European, \$1 to \$1.50; with bath, \$1.50 to \$2.50.

Lexington Hotel, Michigan avenue and Twenty-second street, an elegant fire-proof structure, with all modern advantages. Rates: American, \$3 to \$4; European, \$1 to \$3.50.

The Chicago Beach Hotel (fifteen minutes' ride from the Auditorium by train), a beautiful, restful, lakeside hotel. Rate, American plan, \$3 to \$6.

Where the Meetings Will Be Held.

The Auditorium Hotel in Chicago, which is to be the headquarters of the N. W. D. A. and of the Proprietary Association of America during the convention in September, bears the distinction of being the most unique hotel in the world. It has one thousand rooms and is absolutely fireproof, while the unique feature consists of the fact that the hotel is under the same roof as the Auditorium, where the performances of grand opera, Theodore Thomas' Chicago Orchestra and Sousa's Band are given. The hotel is also directly connected with the "Studebaker," where the Castle Square Opera Company is permanently established, and guests can attend either of the entertainments, going directly from their apartments without the trouble of egress to the street.

Besides this, the Auditorium is the most massive structure in the world, being built of stone and iron, eleven stories high, and having a frontage on the street of one thousand feet. Its furnishings and fittings, its location, its cuisine, are all unsurpassed. The banquet hall seats four hundred, there is a magnificent ball-room and twenty private dining rooms, capable of accommodating six to fifty persons. By the American plan the terms are \$4 per day and upward, while by the European plan it is \$1.50 per day.

Members and others desiring further information should address G. P. Engelhard, secretary Committee on Arrangements and Entertainment, 358 Dearborn Street, Chicago.

The Best for the Drug Trade.

I think your paper the best and most practical for the drug trade.

W. I. Benedict.

BEADING, MICH.

NINTH INTERNATIONAL PHARMACEUTICAL CONGRESS.

In the Salle des Actes of the Paris School of Pharmacy the Ninth International Pharmaceutical Congress was called to order by M. Petit, President of the Congress, at 2.30 on the afternoon of Thursday, August 2.

The proceedings were opened by an address of welcome from the president, after which the general secretary of the Congress, M. Crinon, gave an interesting account of the organization of the Congress.

M. Guignard, on behalf of the Paris School of Pharmacy, of which he is the director, welcomed the members of the Congress to the hospitalities of the institution, which he wished the members to utilize to the fullest extent during their stay in the city.

M. Ranwez, of Louvain, Belgium, the president of the Eighth Congress, which was held in 1897 at Brussels, responded on behalf of the visitors to the address of welcome. He was followed by M. Derneville, who thanked the members for the honor conferred on him by being named Hon. Vice-President.

This ended the business proceedings of the first day, and light refreshments were served, while the members proceeded to become well acquainted.

The International Pharmacopoeia.

The work of the Congress began in earnest at the second session, which opened at 9 a.m. The question of the International Pharmacopoeia was taken up, in the First Section, by M. Bourquelot. The committee recommended the appointment of a committee to consider the subject at once and make their report before the Congress closed—this committee to consist of Professor Bourquelot, of the Paris School of Pharmacy; M. Duyk, of Brussels; Professor Tikhomirow, of Moscow; M. Ibrahim Romano (Turkey); Dr. Heger, of Vienna, and M. Altan, of Bucharest.

A proposal relative to the Pharmacopoeia was then made by Professor Tschirch, of Berne. Their non-success was due to the fact that the propositions had never been fully studied beforehand, and all countries had never been represented at the various congresses. He suggested that the present body should send the following communication to the Belgian Government, which has had the matter in hand:

1. A conference on this question will not succeed unless the nations most particularly interested (Germany, England, Austria, Belgium, France, Italy, Russia and Switzerland) are represented by at least two delegates officially recognized by their Governments. The other countries should, when possible, send their representatives. The Governments of the principal States will thus show from the first that they are favorable to this unification.

2. The conference will not attain its object unless it prepares a detailed programme in advance. The fundamental principles, as also the proposals of the Belgian Government, carefully studied and prepared, should be communicated beforehand to the administrators of medical affairs of the countries taking part in the conference. Moreover, the latter should be asked to consider these principles and contribute their opinions.

3. All academies of medicine and all pharmaceutical societies should be asked to send a representative. It is desirable that these associations on their part discuss and study the scheme.

4. The question cannot be solved by an improvised meeting of delegates little acquainted with it. It is only a carefully thought-out scheme, discussed in a conference constituted

as suggested, which could attain the end that all the world so earnestly desires.

The Uniformity of Assay Methods.

The next general question was the unification of assay processes. The committee had nothing definite to say except that the difficulties in the way were so great that they were no nearer a solution than when the subject was referred to them by the Brussels Congress of 1897. Papers were read by MM. Lépinols and Michel on "A Method of Capsuling Liquids and Solids," by Professor Tschirch on "Emodines," by M. Brociner on a "Method of Rapidly Weighing Extracts," and by M. Baudran on "Tartar Emetic." Other papers were read by MM. Prunier, Leger, Bourquelot, Harlay, Herlissey, Goret and Leprince.

Materia Medica.

The first topic before the Second Section was submitted by M. Bavay—the influence of cultivation on the activity of medicinal plants. Three papers on cinchona cultivation followed. Professor Verne dealt with its culture in the British and Dutch Indies, M. Reimers spoke on the subject generally, and, with M. Goris, submitted suggestions for a monograph. M. Maheu spoke on menispermis and Professor Tschirch described recent researches in coniferous resins. M. Jadin presented a study upon the location of the active principle in medicinal plants, and other papers of an interesting character were submitted by Professors Tikhomirow and Pohl.

In Section III, M. Viellard made a report on an attempt to standardize or unify the methods of interpreting the results obtained in urine analysis, as well as standardizing the methods themselves. Unification of the methods of bacteriological culture was the subject chosen by M. Grimbert; unification of the methods of determining the amount of sugar in urine was learnedly discussed by M. Dufau, and other addresses were made by MM. Triollet, Martin, Galbrun and Moreigne.

Professional and Legal Pharmacy.

The first speaker in Section IV, which was devoted to matters of a general character, was M. Jacob Hegare, a study of pharmacy as it exists in different parts of Europe, and compared them with the French system, reaching the conclusion that the tendency everywhere is to get the equivalent at least of the Bachelor of Arts grade, and while a certain importance is attached to the study of Latin in pharmacy, the tendency is to do away with the dead languages. In the afternoon at the general meeting the whole subject of pharmaceutical education was discussed. M. Voiry, Secretary-General of the Congress, submitted a report on the organization of pharmaceutical studies in different countries, and other speakers were MM. Bertault, Huguet, Crinon, Petit and Denize, and Prof. Dupuy.

Social Features of the Meeting.

The third day of the Congress was given up to visits to the Pasteur Institute and to the Sévres porcelain factory. The party that left Paris numbered fully 300, and an enjoyable and instructive time was had.

On Monday, August 6, the business, the third, session was held. Discussion

in the strictly pharmaceutical section was confined to standardization methods. M. Altan, of Bucharest, submitted a long monograph on the narcotic extracts and their assay, and interesting discussion followed.

The Pelletier-Caventou Monument.

There was no morning session on the fifth day of the Congress, so that the members might attend the unveiling of the Pelletier-Caventou monument. The oration was delivered by M. Molssan. M. Caventou, son of the honored savant, who was present during the ceremony, is a white-haired old man. He was much affected. M. Lepelletier, municipal councillor, thanked those who had given Paris the handsome monument, and M. de Mazieres spoke in the name of the Parisian pharmacists. On behalf of the General Association of French Pharmacists, M. Pélissé read an eloquent address, and M. Guignard, director of the School of Pharmacy, alluded to the "two glorious and inseparable names" of those whose "work, perseverance and devotion were an honor to the profession, to science and to humanity."

It was the erection of a monument to Dr. Maillot at Neuilly which gave the idea of starting the subscription for the Pelletier-Caventou monument. The statue is the work of M. Edouard Lormier, and the pedestal was designed by M. Georges Lisch, architect, who is a grand-nephew of Caventou.

The International Pharmacopoeia.

At the afternoon session the International Pharmacopoeia came up again on the report of the committee, which announced the reappointment of the following as members of the committee: M. Altan (Bucharest), M. Bourquelot (Paris), M. Duyk (Brussels), M. Hilger (Austria), M. Minolrei (Roumania), M. Schneegaus (Strasburg), M. Tschirch (Berne), and M. Davidoff (Russia), with the addition of M. Wrenn (Taunton) and Dr. Thoms (Berlin). The conclusions arrived at by the committee were as follows:

1. To prepare a table showing the differences in strength of medicaments bearing the same name in different Pharmacopoeias.
2. To unify this table.
3. To ask that in future Pharmacopoeias the strengths proposed be adopted, and attention called thereto in footnotes.
4. The members of the Congress—official and non-official—to do all they can to get the strengths adopted.
5. To ask the Belgian Government to arrange with other Governments for a Conference in Brussels, and to ask all the members to have their proposals ready to lay before the meeting whenever it may be called.

The Final Session.

At the fifth session, after the meetings of the School of Pharmacy were over, M. Petit opened the proceedings by thanking all for their presence at the Congress. He spoke with regret of the absence of a large English delegation, and rejoiced at the good feeling existing between the medical and pharmaceutical professions in France. He insisted on the necessity of the pharmacist remaining a scientist. It was sometimes the preparations containing the smallest quantity of drugs that were

the most delicate and enduring. The fee charged by the pharmacist should be sufficient to repay his time and trouble.

General Secretary Crinon followed the president with a report on the work of the Congress, and then followed a discussion as to the next place of meeting. As no definite invitation from any city had been received, it was decided to leave the matter in the hands of the committee, with power to accept any offer or to make advances if necessary. The feeling is reported to be strongly in favor of Berlin.

The Banquet.

In the evening a grand banquet was given in the Palmarium of the Jardin Zoologique d'Acclimation. Lafite's orchestra from the Opéra furnished the music, and the company was afterward received by President Loubet at the Elysée.

Michigan Pharmaceutical Association.

The eighteenth annual meeting of the Michigan Pharmaceutical Association was convened at Grand Rapids on August 14. There were about 60 members present, including some eight or nine from Detroit.

Business sessions were held in the parlors of the Military Club, the privileges of the club being extended to all the members. The opening session was held at 2.30 p.m. on the 14th. The evening session on the same day was followed by a smoker at the club.

On the second day, at the close of the business session, a trolley ride was indulged in around the city and ending at Reed's Lake, where a very pleasant time was had and the work of the meeting finished. In the evening the Hazeltine & Perkins Drug Co. tendered the members a banquet at the Lake.

This meeting was one of the most enthusiastic and successful ever held in this State. Aside from the routine work accomplished, there was little done, however. There were few papers read, one on "Morphine Poisoning and Its Antidotes," by Prof. A. B. Prescott, and another on "Fluid Extract of Squill," by Prof. A. B. Stevens, being the most important.

The subject of a college education as a prerequisite for examination by the State Board was discussed, but no action was taken. One important step taken, however, was the recommending of actual prescription work at the counter as a part of the examination for registration. This will no doubt be done soon and will tend to bar out all quiz-book students.

There were twenty-seven new members admitted at the meeting.

The Shorter Hours Bill.

The communication from the Drug Clerks' Association of Michigan, inclosing the copy of a law that they would like to see adopted, was referred to the Legislative Committee, who reported back that as it stands they could not indorse the bill and they suggested a conference with the clerks in the matter. The objection seemed to be to the two turns of 5 hours each which was to be the limit of a day's work.

Officers Elected

The officers elected for the coming year are as follows: President, Chas. T.

Mann; Vice-Presidents, M. D. Church, M. D. Morrish, R. T. Bower; Secretary, J. W. Seely; Treasurer, W. K. Schmidt. The committees of last year will hold over for the present.

The next meeting will begin on the afternoon of the first Tuesday in August, 1901, and last three days. It will be held in Detroit.

South Dakota Association.

The annual meeting of the South Dakota Pharmaceutical Association was held at Brookings Aug. 7, 8 and 9, and proved to be one of the most pleasant and profitable meetings in the history of the association. There was a good attendance, and the local secretary, E. N. Aldrich, assisted by the local committee, were untiring in their efforts to make the stay of the visiting pharmacists pleasant, and they were eminently successful.

The business sessions were held in the spacious chapel of the college. The association was favored in having present Prof. Oscar Oldberg, dean of the Illinois College of Pharmacy, and Prof. F. J. Wulling, dean of the Minnesota College of Pharmacy, both of whom gave excellent addresses. President Heston and Prof. Sheppard, of the State Agricultural College, were also present, and spoke respectively on The New Education and The Ideal Pharmacist.

Resolutions again endorsing the N. A. B. D. and appropriating \$50 to that organization were passed. Resolutions were also adopted favoring the repeal of the revenue stamp tax, and the elevation of the rank of the hospital stewards in the United States service. The following officers were elected:

President, N. R. Gilchrist, Wakonda; first vice-president, E. N. Aldrich, Brookings; second vice-president, Mrs. Abbie Jarvis, M.D., Faulkton; secretary, E. C. Bent, Dell Rapids; treasurer, W. A. Nye, Salem. For appointment as a member of the State Board of Pharmacy, to succeed I. A. Keith, who declined another term, F. C. Smith, of Madison; C. C. Maxwell, of Arlington, and J. E. Haugen, of Oldham, were recommended to the Governor.

The next annual meeting of the association is to be held in August, 1901, at Redfield.

Quarterly meetings of the board will be held as follows: October 10th, at Huron; January 8th, at Sioux Falls; April, at Aberdeen, and July, at Mitchell.

The Board of Pharmacy report indicated that the State law had been well observed. There have been three successful prosecutions during the year, and the standard in the examinations is being gradually raised.

The secretary reported a prosperous condition among druggists throughout the State, and all the druggists are united as to prices.

The treasurer showed an increased balance over last year, with a total of \$951.13 on hand.

President Jones' address abounded in excellent suggestions for consideration, and also revealed the fact that South Dakota is taking advanced ground in the pharmaceutical profession. The meeting at Brookings will long be remembered as one of pleasure and profit.

A terrible typhoon caused immense damage in Tsingtau (German Kiautschau) on May 26. The new apotheker and the lazareth were both demolished.

Greater New York.

News of the trade in and About the Five Boroughs—Notes of Personal Interest—Changes and New Stores—Trade Gossip.

E. C. Frisbie, Hartford, Conn., president of the National Wholesale Druggists' Association, was a recent visitor to the city.

I. Waldmann will open a handsome new drug store on September 1 at No. 378 Bowery, which is near the junction of Fourth avenue, and an excellent location.

Lehn & Fink have taken the agency of Stower's Lime Juice, and so great has been the demand for the English article that they claim they had to cable over for supplies.

N. J. Bentley, of the Green & Bentley Drug Co. of Oskaloosa, Ia., was seen in the drug market last week. Mr. Bentley was prominent at the organization meeting of the N. A. R. D.

Professor George C. Diekman, of the faculty of the New York College of Pharmacy, was married on the 8th inst. to Miss Emily Lillian Cheney, daughter of Mr. and Mrs. Ralph Scott Cheney.

Edward V. Zoeller, the retail druggist of Tarboro, N. C., and president of the North Carolina Board of Pharmacy, passed through the city on his way home from a European trip, during which he visited Rome, Switzerland, Berlin, Paris and London.

M. J. Breitenbach, of the M. J. Breitenbach Co., claims the record for receiving the largest watermelon that was ever seen in New York. It arrived about a week ago, having been expressed by his brother from his old home at Albany, Ga. Its weight was 183 pounds.

Dodge & Olcott's chemical manufactory on Plymouth street, Brooklyn, was threatened by a serious blaze on the night of the 11th inst., but the firemen worked hard and succeeded in preventing the spread of the fire, which was not extinguished, however, until it had caused a damage of \$20,000 to the paper box factory of Robert Gair, at Plymouth and Washington streets.

An attractive feature in the window of Charles W. Klein's drug store, at No. 797 Flatbush avenue, Brooklyn, is a handsome specimen of the rare but well-known cereus grandiflorus (night blooming cereus). The plant was in full bloom one evening recently, and the blossoms remained open from 8 o'clock in the evening until 2 o'clock next morning. A large crowd admired the flower until late at night.

Among the passengers who stepped from the gangplank of the "Servia" on her return trip to this country a week or so ago was Wm. Remington, son of Prof. Joseph P. Remington, of Philadelphia. The young man had covered himself with glory as a member of the University of Pennsylvania team that had taken part in the athletic sports at Paris. He was met at the pier by his father, who spent a little time in the metropolis with him before returning to the Quaker City.

New corporations of interest to druggists are: The Cole Medicine Co., Brooklyn. Capital, \$500. Directors—Marius Turck and J. L. South, Brooklyn, and L. Hoonbeck, New York City; the International Alkali Co., incorporated under the laws of New Jersey to manufacture and deal in chemicals. Capital, \$125; main offices, New Jersey Registration & Trust Co. Building, 525 Main street, East Orange. Incorporators—J. H. Anthony, K. H. Newman and C. V. Childs.

At a recent meeting of the Board of Directors of the Century Perfume Co., of No. 416 Broadway, New York, Charles C. Gardner, for many years secretary of Lazell, Dalley & Co., was elected president, and Alex. M. Linnett, of Newark, N. J., vice-president and secretary. This company has made marked progress during the past few years, their line of perfumes finding increasing favor, especially throughout New York State, where the firm is ably represented by H. J. Fernald.

A number of retail druggists throughout the city have taken advantage of the comparative

quiet of the summer to make extensive improvements in their establishments. George Schweinfurth, of 6th avenue and 49th street, has added a new tiled floor, and is doing some considerable painting and decorating, while Wm. Weis, of 34th street and 7th avenue, has lengthened his store about 20 feet, and is spending a large sum in converting the place into one of the most attractive establishments down town.

All night drug stores are not as numerous as they used to be in New York, but to attribute the cause to the early closing movement seems to the local druggist most absurd. It is only another example of cause and demand. Where there is a call for an all night drug store, as at both ends of the Brooklyn Bridge, near City Hall, Brooklyn, or up in the Tenderloin district, the pharmacist keeps his establishment open. Where druggists have discovered, generally to their cost, that there is no patronage for an all night establishment, they have stopped trying to make them pay and close at regular hours.

Among the recent visitors to the city were Dr. Gross, secretary and treasurer of the Fort Wayne Drug Co., Fort Wayne, Ind.; N. J. Bentley, of the Green & Bentley Drug Co., Oskaloosa, Ia.; Matthew Collins, proprietor of the Rhode Island Drug Co., Providence, R. I.; S. Sara, of V. de Jose Sara & Hjon, Spanish-American druggists, Havana, Cuba; B. M. Patterson, of Grunow & Patterson, Detroit, Mich.; Thaddeus Benjamin, Riverhead, L. I.; Dr. T. A. Wood, Haverstraw, N. Y.; J. A. Goodale, Dover, N. J.; A. T. G. Hodnett, York, Pa.; William Du Clos, Columbus, O., and Mrs. L. Mosher, who conducts the Mosher Pharmacy, Columbus, O.

Dr. L. Marquet, who owns a pharmacy at the corner of Bleeker street and West Broadway, sailed on August 19 for France, where he went to see his family and to visit the Exposition. Dr. Marquet's store is not only celebrated on account of five different languages in which drugs and sundries are sold, but on account of all patent medicines being sold for full price. No cutting. Dr. Maximilian Lewson, his son-in-law, will take charge of the store during his absence. Dr. Lewson, who is a very successful young physician, is also known in the drug trade as a very clever pharmacist and chemist. He is what may be called a "hustler."

Unenviable notoriety has been thrust upon W. H. Tyler, proprietor of the pharmacy at No. 674 Second avenue, by certain of the yellow journals because of the circumstance that he was the landlord of the house in which a young girl was murdered on August 18. The fact that he had also been a witness in another murder case in the same neighborhood four years ago was brought out with all the force of carefully worded innuendo. Mr. Tyler underwent a severe examination at the hands of the police, but was able satisfactorily to account for every moment of his time on the night of the tragedy, and the police tried to make amends by excluding him as a factor in the case.

Henry Laurens Riker, with the firm of J. L. & D. S. Riker, 46 Cedar street, died at the summer home of his father, John L. Riker, Ocean avenue, Seabright, N. J., on the 13th inst. Mr. Riker was born at Woodside, L. I., in 1860 and was graduated from Columbia College with the class of 1880. He then became actively associated with the wholesale chemical firm of J. L. & D. S. Riker, where he continued up to the time of his death. He was a member of the Downtown Club and the New York Athletic Club, and made his home with his father, 19 West Fifty-seventh street. Funeral services were held at the Church of the Incarnation, Thirty-fifth street and Madison avenue, and the interment was at Newton, L. I.

Proprietary men in this city, and all over the country, for that matter, are considerably exercised over the new law in Porto Rico regarding proprietary medicines, which makes it mandatory that the formulas of all medicines sold on the island of a proprietary

nature shall have been filed with the Government before such sales can be made. As might have been expected, this is having a telling effect on medicines sent from this country. Letters have been received to the effect that druggists in Porto Rico dare not deal in proprietary medicines of American manufacture because of the law, and it is possible that some steps will be taken by manufacturers here to relieve the situation before very long.

The action of E. R. Petty, the Newark druggist who refused to prosecute employees who had robbed his stores, has caused quite a sensation in that city. Mr. Petty believes he has done right and says: "The two men who were caught were very repentant and remorseful, and asserted that they had returned all the goods which they had taken. When I learned what their circumstances were and considered their friends and their relatives, it seemed that I was doing the right thing to let the matter drop. I am certain that neither of them will ever steal again, but I will not take them back. I do not want to establish a precedent for taking back employees who have been dishonest. Then, again, the clerks might not want to associate with these men. The clerks know who they are."

"The men who were caught," continued Mr. Petty, "were not clerks, but employees of another grade. The robberies extended over a year and a half, and a number of men who were suspected, but against whom there was no positive proof, were discharged. I believe that others besides those caught were guilty, but am not certain."

VACATION NOTES.

L. W. De Zeller, Seabury & Johnson's popular New York City representative, left on the 17th inst. for North Canton, Conn., where he will spend a fortnight's rest from his arduous labors. He anticipated that in the solitude of Connecticut's hills he will secure a new stock of jokes for the coming season, and that he will have ample time to get in form for the bowling tournaments. He will bear watching, it is said, for he is reported to be practicing difficult shots with wooden nutmegs.

C. H. Van Buren, Lehn & Fink's energetic Connecticut representative, is utilizing a two-weeks' vacation traveling through Canada.

Richard Timmermann, of C. & R. Timmermann, 600 Park Avenue, is resting quietly at Lake Hopatcong, N. J.

C. N. Crittenton, head of the big Fulton Street jobbing house, has been spending the summer months visiting his various missions. He was one of the regular attendants at the recent big camp meeting at Sing Sing.

Otto Boeddiker, the retailer of Sixth Avenue and Fifty-fourth Street, is spending the summer at Greenwood Lake with his family.

Thomas F. Main, President of Tarrant & Co., has just returned from his summer outing. He spent the greater part of his time at Kennebunkport, Maine, in the company of M. N. Kline, of Philadelphia, and the latter's family.

Arthur A. Stilwell, after a month at the seashore, is now resting with his family in the Berkshire Hills.

A. H. Kennedy, of the Board of Directors of the Charles N. Crittenton Company, is taking a much needed rest at Asbury Park.

Thomas J. France, the well-known Myrtle Avenue, Brooklyn, retail druggist, is spending the summer on his yacht, making frequent trips around the harbor and Sound.

E. G. Wells, of the J. Breitenbach Company, is nothing if not original. As a rule, fishermen tell big stories of their catches. Mr. Wells claims that he holds the record for bad luck. For two weeks he fished in pond, lake, stream and ocean, and all he caught was an eel. Then he returned to business. He figures it up thus: Fishing tackle, \$26; bait, \$3.50; value of eel, 8 cents; total deficit, \$29.42.

Frederick H. Humphreys, President of Humphreys' Homoeopathic Remedy Company, is enjoying his vacation with his family up in Alaska.

Col. E. W. Fitch, manager of the New York branch of Parke, Davis & Co., is spending a two-weeks' rest from business cares at Digby, Nova Scotia.

Ontario, Canada, was the place selected by J. J. Molloy, of McKesson & Robbins, for his vacation.

T. W. Edwards, buyer for Schieffelin & Co., has gone to Block Island for a short stay.

Perth Amboy chemists have been made the victim of a man calling himself Dr. Adolph von Manteuffel, who claimed to be a chemist seeking employment. He borrowed small sums wherever he could. He was well received because of a letter he carried, purporting to be from Charles E. Pellew, assistant Professor of Chemistry at Columbia University. Since Manteuffel disappeared a circular letter has been received by some of his victims from Professor Pellew, warning all persons to beware of him.

The Adirondacks have been chosen by W. S. Mesereau, of Schleffelin & Co., for his annual outing.

Manager Walter Fraser, of Hegeman's new 125th street store, spent his vacation up in Canada, while Edgerton B. Hill selected Cairo, N. Y., for his resting place while away. George Affleck, of the laboratory department of the lower Broadway store, had a pleasant time at Providence, R. I.

ORGANIZATION IN WEST HOBOKEN.

The druggists of West Hoboken, Union Hill, Weehawken, West New York and Guttenberg, New Jersey, met on the 10th inst at West Hoboken and formed the North Hudson Druggists' Association. Temporary officers were elected as follows: President, August Frank, Union Hill; secretary, E. Lang, Guttenberg; treasurer, G. Muller, West Hoboken. There are twenty-one druggists in North Hudson and every one has joined. Beyond the organizing little else was accomplished. There was a general talk on a uniform hour for evening and Sunday closing, but nothing definite was decided upon. The association decided to hold monthly meetings, and will also consider the advisability of joining the National Retail Druggists' Association.

Work on Pharmacopoeial Matters.

S. A. D. Sheppard, of Boston, and Wm. S. Thompson, of Washington, met in this city on August 15 to discuss with Dr. Chas. Rice matters relating to the financial management of the Pharmacopoeia convention. Mr. Sheppard and Mr. Thompson are both members of the Board of Trustees of the convention, while Dr. Rice is chairman of the Committee of Revision. These three gentlemen have been working out a plan of organization for the convention which will be submitted to the members for adoption. John F. Patton, of York, Pa., president of the American Pharmaceutical Association, who had been a guest of Mr. Thompson at Asbury Park for a week or so, came up to New York with Mr. Thompson for the day. The visitors, who were in the city for one day only, took luncheon at the Drug Club.

The Funny Druggist.

It doesn't always pay to be funny. A few days ago a party of young people from Sound Beach went to South Norwalk and for a lark ran off with spoons, glass holders and trays from the Norwalk, Conn., Drug Store. The next evening a stern-looking man called at the Pinkham House, where the girls were stopping. He said that he wished to see some of those who had visited a South Norwalk drug store the day before.

"Why, we all did," said the girls in chorus.

"Then I want all you stole or I'll arrest every one of you. I am a Norwalk constable," said the man. He was accompanied by F. F. Finch, the owner of the drug store. Then it occurred to the girls for the first time that their frolicking had gone too far. They hurriedly gave up everything they had taken as souvenirs. It is believed the affair will be settled out of court.

MASSACHUSETTS.

Cuban Teachers Visit Ayer & Co.

A DRUG-CLERK BURGLAR IN LYNN.

Impure Drugs.

Cuban Teachers Entertained.

Boston, Aug. 23.—The Cuban teachers from Harvard were royally entertained at Lowell on the 13th by the "House of Ayer." In carrying through this affair the "House of Ayer" thoroughly sustained its reputation for attention to detail.

The teachers to the number of 125 left the Hub by a special train, and caught the crowd gathered to see them off by singing "America" in English.

Luncheon in the Factory.

Arriving at Lowell, carriages were taken for the Ayer establishment, where the teachers were greeted by Manager Rose and several others connected with the concern. Luncheon was immediately served in one of the laboratories, which had been tastefully decorated with flags and Cuban mottoes. An orchestra discoursed Cuban and American airs, much to the edification of the guests.

At the conclusion of the lunch the Greek Consul acted as interpreter in giving the addresses of welcome. Mayor Crowley offered the freedom of the city and Superintendent Whitcomb of the city schools.

Address by Mr. Rose.

Manager Alfred E. Rose's address of welcome was in part as follows:

"It is not necessary for me to repeat that you are welcome, thrice welcome, here to-day. We thought it wouldn't be quite right for you to go back to your sunny land without seeing something of this great manufacturing city of the North." After a résumé of the manufacturing establishments of the "Spindle City," he spoke of the Ayer Company as follows: "Right here we make medicines, millions of bottles every year, and one little pill machine you will see upstairs makes one million and a quarter pills a day—more than any other pill machine in the world. We make enough sarsaparilla every year to supply a bottle to every man, woman and child in the Pearl of the Antilles.

"There isn't a country under the sun where you won't find the familiar name of 'Ayer' and see the box or the bottle which has been the same for more than half a century. You know how it is in your own country; long before the war, during the war, and since, the household family medicines of your country have been the medicines of the 'House of Ayer,' and for that reason we want you to see to-day just how they are made, to ask any questions, and to satisfy yourselves that when you are not quite sick enough to need a doctor, but are quite sick enough to need medicine, the 'House of Ayer' has that in its laboratory which will answer your need."

The teachers were then taken through the establishment and shown every detail. After this the guests inspected other manufacturing industries of Low-

ell, and there was a special train back to Boston. At the station there were cheers for the J. C. Ayer Company and for Manager Rose. The teachers were enthusiastic over the entertainment so generously provided by the Ayer Company and carried away many pleasant memories of the visit. Manager Rose perfected the arrangements skillfully. He provided interpreters on the train from Boston and about Lowell and supplied handsome souvenirs printed in Spanish. A special edition of Ayer's Almanacs, printed in the same language, was also turned out for the benefit of the visitors. If the rising generation in Cuba fail to learn all about the "House of Ayer," it certainly will not be Manager Rose's fault.

A Drug-Clerk Burglar in Lynn.

A Lynn police officer, early one morning recently, discovered a man in the rear of James E. Small's store in that city tampering with the safe. After fifteen minutes of unsuccessful labor, the officer saw him go to the cash drawer and take something from it. He then started to leave the store, and then the officer arrested him and took him to the station, where he gave the name of Ward. Shortly afterward it was learned that his name was H. W. Saville and that up to a week before the theft he had worked as a clerk for Mr. Small. He was thus employed for six weeks and was trusted with a key, and probably learned the safe combination. At his discharge Mr. Small neglected to ask him for the store key. The day prior to the arrest Mr. Small deposited a large sum of money in the safe, and, fortunately for him, changed the combination, thinking that an attempt at robbery might occur. Saville was searched at the police station and a small sum of money and several stamps were found in his pockets. He, no doubt, intended to make a hasty escape, for outside the door were a horse and carriage which he hired before entering the store.

Drugs Below Legal Standard.

The report of the State Board of Health for the month of June has just been issued. There were 56 samples of drugs tested, of which 29 were found to vary from the legal standard. The samples of drugs adulterated were glycerin, precipitated sulphur, tincture of iodine, tannic acid, washed sulphur and water of ammonia.

Thirty specimens of confectionery were also examined, and of this number 24 were classed as adulterated. These were the so-called brandy drops with syrup, having more than 1 per cent. of alcohol, and were sold to children under 16 years of age. It can be seen that the board is active in the endeavor to suppress this form of confectionery. Only last Thursday five dealers at North Adams were in court charged with selling this candy to minors. They all pleaded guilty and had their cases placed on file. The agent of the board endeavored to procure the candy at the drug stores in North Adams, but no sales were made by any of the druggists.

Dull Trade Compensated For by Brisk Soda Business.

The continued warm weather in this city has had a decided influence on business and brought many a stray nickel to drug store coffers. Reported inquiries

of the members of the trade brings to light the fact that while business has not been up to the average in other lines, trade as a whole has been more than evened up by the demands made upon the soda fountain. This state of affairs has not been confined to any particular locality, as the increase in the drink trade seems to have been widespread. Soda fountain salesmen have the best opportunity to judge of business in this line, and they all agree that New England's soda trade for the season about closing has been phenomenal.

State Association Committees.

The following committees have been announced by the president of the Massachusetts State Association:

Executive Committee: F. A. Hubbard, of Newton; J. F. Guerin, Worcester; W. F. Sawyer, Boston; C. E. Bardwell, Holyoke, and F. M. Harris, Worcester.

Legislative Committee: W. W. Bartlett, Ph.G., Boston; W. D. Wheeler, Ph.G., Boston; W. J. Bullock, New Bedford; L. G. Heinritz, Holyoke, and G. L. Roskell, Boston.

Committee on Trade Interests: J. Allen Rice, Milford; Jacob Appell, Dalton; G. B. Cochran, Hudson; H. D. Smith, Middleboro, and S. A. D. Sheppard, Ph.G., Boston.

Committee on Papers and Queries: C. F. Nixon, Ph.G., Leominster; M. L. H. Leavitt, Ph.G., Arlington; Max Cramer, Boston; H. A. Barnard, Ph.G., Marlboro, and E. W. Greenleaf, M.D., Boston.

Committee on Membership: L. H. Fortier, Holyoke; L. A. Lamson, Hopedale, and Edwin J. Keyon, Medfield.

Committee on Adulterations and Sophistication: J. W. Baird, M.D., Boston; F. T. Drake, Ph.G., Stoneham; A. G. Guyer, Hyannis, and J. G. Kilburn, Newton.

Committee on Local Organization: J. G. Godding, Ph.G., Boston; J. F. Guerin, Worcester; E. H. Manning, Holyoke; J. W. Cooper, Plymouth, and E. E. Burdett, Leominster.

Committee on Congressional Legislation: J. H. Manning, Pittsfield; J. F. Guerin, Worcester; F. A. Hubbard, Newton; W. D. Wheeler, Ph.G., Boston; W. C. Durkee, Ph.G., Boston; C. B. Emerson, Haverhill; P. B. Thompson, Norwood; S. A. D. Sheppard, Ph.G., Boston; A. K. Tilden, Boston; L. D. Drury, Ph.G., Boston, and H. A. Estabrook, Fitchburg.

Delegates to American Pharmaceutical Association: S. A. D. Sheppard, Ph.G., Boston; Henry Canning, Boston; F. H. Butler, Ph.G., Lowell; A. K. Tilden, Boston, and T. B. Nichols, Salem.

Delegates to National Wholesale Druggists' Association: J. A. Gilman, Boston; Herman Heinritz, Holyoke, and G. W. Cobb, East Boston.

Delegates to Maine Pharmaceutical Association: F. M. Harris, Worcester; J. F. Guerin, Worcester, and C. E. Combs, Ph.G., Boston.

Delegates to New York Pharmaceutical Association: J. Allen Rice, Milford; C. L. Davis, Ph.G., Newburyport, and F. M. Fease, Lee.

Delegates to New Hampshire Pharmaceutical Association: H. A. Barnard, Ph.G., Marlboro; E. E. Burdett, Leominster, and F. A. Hubbard, Newton.

Delegates to Vermont Pharmaceutical Association: L. H. Fortier, Holyoke; C. N. Payne, Greenfield, and L. D. Drury, Boston.

Delegates to New Jersey Pharmaceutical Association: W. C. Durkee, Ph.G., Boston; A. F. Gleason, Holyoke, and J. A. Rice, North Adams.

Delegates to Connecticut Pharmaceutical Association: L. G. Heinritz, Holyoke; E. F. Leonard, Springfield, and H. A. Estabrook, Fitchburg.

Delegates to Rhode Island Pharmaceutical Association: John Larrabee, Melrose; C. F. Thayer, South Framingham, and W. D. Wheeler, Ph.G., Boston.

Committee on Nomination to Pharmacy Board: W. F. Sawyer, Boston; J. J. Curran, Holyoke; J. W. Colcord, Lynn; G. L. Roskell, Boston, and F. S. Dewey, Jr., Westfield.

HUB NOTES.

F. F. Kiefendorf is away on a trip to California.

Ruben L. Richardson, of 43 Hanover street, recently returned from a few days' outing at Canoe, N. S.

John A. Gilman, of Gilman Brothers, Franklin street, is at Menhant, Cape Cod, for two weeks.

G. H. Rolfe, with Lewis & Co., Adams square, recently returned to work after a well earned vacation spent in the Pine Tree State.

M. F. Lyons, head prescription clerk for the T. Metcalf Co., at 39 Tremont street, is spending his annual vacation in the White Mountains.

Henry Thatcher, Ph.G., of the firm of S. A. D. Sheppard & Co., Washington and Dover streets, returned to the store last week from a well earned vacation on Cape Cod.

Thomas L. Buckler, who was filling a position at Blake's pharmacy, Forest Hills, has accepted a position on one of the Yarmouth boats. George Howe succeeds him at Mr. Blake's.

William E. Capper, Ph.G., head clerk at Putnam's City Hall drug store, School street, has been ill for the past three weeks. There is now a decided improvement in his condition and he hopes to be attending to business again in the near future.

Alfred W. Balch, Ph.G., M.D., assistant professor in analytical and organic chemistry, and instructor in bacteriology in the M. C. P., with a friend recently completed a 300-mile canoe trip along the waterway that connects Maine and New Brunswick. The start was made from Greenville, Me., about July 1 and ended in St. John, N. B., about August 8.

MASSACHUSETTS MENTION.

C. I. Hood, accompanied by Mrs. Hood, is spending the summer at Magnolia.

Miss Glover, a member of C. I. Hood's staff, spent her vacation this year in Nova Scotia.

Mr. Putnam, of C. I. Hood & Co., Lowell, recently took a trip to Halifax and Digby, N. S. in search of rest from business cares.

The Bristol County Drug Co., of Taunton, was recently organized. The president is T. F. Cavanaugh and treasurer W. C. Chamberlain. Capital, \$6,200.

Those who endeavor to secure or prevent legislation in this State are annually required, under the lobby act, to make return of the amount spent. The J. C. Ayer Company, of Lowell, have just reported that they paid counsel \$125 for opposing legislation relative to the formula of certain medicines. This annual and ancient nightmare of publishing formulas of patent medicines is trotted out at every session and the J. C. Ayer Company deserve the thanks of the trade for their activity in killing the measure this year.

Eiffel Tower Lemonade in Court.

William Park, of No. 15 Jay Street, the representative in New York of G. Foster Clark & Co., who distributed "Eiffel Tower Lemonade" in the United States, was arraigned before Magistrate Mayo, in the Centre Street Police Court on the 14th inst. in obedience to a summons charging him with selling what purported to be "lemonade," but which in reality was a chemical compound. An analysis of the "lemonade" had been made in Pennsylvania by the chemists of the Pure Food Department, and by Dr. John Marshall, of the University of Pennsylvania. They agreed that the mixture was principally composed of tartaric acid, citric acid and sugar.

James Jackson, No. 15 State Street, inspector to the Fruit Importers' Association, had a summons served as a result of this analysis, and when the case was called Senator John Ford, who appeared for Jackson, said the prosecution had no desire to prevent the owners of the Eiffel Tower Lemonade from selling it, but to sell it for what it really was.

Lawyer Mayer, for the defense, asked for an adjournment to enable him to produce analysts to contradict the testimony, and the case was adjourned to September 7.

PENNSYLVANIA.

Business of Bullock & Crenshaw to be Sold.

IMPENDING CHANGES IN WHOLESALE TRADE.

Philadelphia, Aug. 23.—During the past decade there has been a disposition on the part of the Philadelphia wholesale drug houses to concentrate their business, and the most progressive ones have not only enlarged their trade, but have entered into arrangements with other houses to their advantage. It was stated last week that a prominent wholesale house intended to branch out soon and negotiations were in progress for the acquiring of several properties. This house is one of the leading drug houses in this city, and while it is not the largest, it is steadily increasing its business. The site which is being looked after is in the drug district, and if it is acquired, it will give the house considerably more room than it now has. For reasons best known to the firm they refuse to talk on the subject at this time. For several years past the present quarters of this house have been too small to do the business, and lately the firm has been considerably hampered owing to lack of space. If the new property is secured there will be a number of changes and the house will branch out in other lines, which it has held aloof from owing to its facilities not being great enough to satisfactorily handle them.

Business of Bullock & Crenshaw to be Sold.

The stock of Bullock & Crenshaw, one of the oldest drug houses in the United States, is to be sold and all the good will is to go with the sale. For the past few years this house has paid little attention to anything outside of the legitimate drug business, and recently most of the business was done in scientific apparatus. From one of the leading drug houses it is now almost a dealer in scientific instruments. In this branch it has made a name, and Mr. Bullock in his younger days made this part of the business his specialty. A couple of years ago Mr. Crenshaw died, and recently Mr. Bullock also succumbed to the Great Reaper. The present member of the firm, a son of Mr. Bullock, Sr., intends to give the business up and he has put the affairs in the hands of the Provident Life and Trust Company. This company has sent the following circular letter to many members in the trade:

Owing to the death of Mr. Charles Bullock, and in order to make settlement of his estate, it becomes necessary for his executor to make disposal of his interest in the firm of Bullock & Crenshaw, druggists and importers, and dealers in chemicals and chemical apparatus, of which he was the senior partner for over 50 years.

It has therefore been decided to ask for proposals for the purchase of the entire stock, fixtures and good will of the firm, the interest of Mr. Bullock having been the largest, and the surviving partner having agreed to retire from the firm if the whole business could be thereby more advantageously disposed of.

The business of the firm, as importers of chemical, scientific and laboratory apparatus, extends over the whole of the United States, and is of great importance and activity. Its trade in this department has been long established, and orders are being constantly received from colleges, universities, railroads and manufacturing establishments over all parts of the country.

The offer to sell this business affords an

opportunity for parties with capital and energy to acquire and largely extend the business of a long established and well-known firm. Proposals will be received by the undersigned, who will be prepared to give such information as parties interested may desire.

Resolutions in Memory of Charles Bullock.

After months of delay the resolutions adopted by the Philadelphia College of Pharmacy on the death of President Charles Bullock have been bound in leather, the interior being finished in watered silk. The resolutions are as follows:

Whereas, The inscrutable wisdom of an all-wise Providence has caused the Philadelphia College of Pharmacy to mourn the loss of its beloved president, Charles Bullock, who passed away from this life on March 23, 1900, in the fullness of years and usefulness;

Resolved, That while we bow in submission to this dispensation, we desire to express our deep sense of the great loss which has befallen us by the death of our president, who has left behind him an enduring record of labor and self-sacrifice in the discharge of his various duties, whether as student, graduate, trustee, secretary, vice-president or president. Pharmaceutical literature has been enriched by his scientific researches, and the full value of his wise and faithful service, extending over a period of fifty-three years, while testifying to his love and zeal in laboring for the education and advancement of the younger members of our profession, can never be fully realized by the present membership of this college.

Resolved, That this college will always hold in grateful remembrance the persistent labors of our deceased president and endeavor to emulate his example. The unobtrusive, consistent, conscientious efforts to fulfill all of his duties will ever be an incentive to his colleagues, who deplore most deeply his removal from our midst.

Resolved, That we tender to his family our sincere sympathy in their sorrow, and that an engrossed copy of these resolutions be forwarded to them and also be placed permanently upon the records of the Philadelphia College of Pharmacy as a memorial of the high esteem and affectionate regard in which he was universally held by all of its members.

Wm. J. Jenks,
Vice-president.
T. Morris Perot,
President of the Board of Trustees.
C. A. Weldemann,
Secretary.

MINOR NEWS NOTES.

Wm. L. Cliffe has returned from a trip to the mountains and the seashore.

Monroe P. Lind, of Schandell & Lind, has gone West on a business trip. He reports business good.

O. R. Blackburn, representing the Wristley's perfumes, soap and glycerin, has been visiting the trade in this city.

M. N. Kline, who has been spending a few days at Longport, N. J., has returned to his desk much benefited by his vacation.

E. R. Gatchel, who has been summering at Ocean City, has returned to his drug store at Tenth and Spring Garden streets.

R. H. Lackey, of Fifth street and Lehigh avenue, has got back to work, he being greatly benefited by his sojourn at the king of watering places, Atlantic City.

James Buckman, president of the Philadelphia Wholesale Drug Company, sailed from Portland, Ore., on the 22d inst., for Alaska. He intends to make a trip of this frozen country. He is not seeking for gold.

That Mr. Sec. Henry, an enterprising West Philadelphia druggist, could sojourn at the seashore with his family seems to have been taken as evidence by a hard working burglar that his till would prove a mine of wealth. Unfortunately for the burglar the clerk in charge had removed the cash when he closed the store, and Mr. Henry's loss amounted to only a couple of dollars in pennies.

During the summer there have been a number of alterations and extensions made to a number of the drug stores in this city. W. H. Gano of Seventeenth and Columbia avenue has about completed alterations to his store which has greatly added to it. The drug store at Nineteenth and Girard avenue has also been improved and handsome bulk windows have been put in both on Nineteenth street and Girard avenue.

The will of the late Frederick H. Eggers, the Pittsburg druggist, whose death was recorded in our last issue, shows that his estate is valued at \$69,200, of which \$64,000 is in personal property. To the wife of the deceased, Mrs. Hannah Eggers, is bequeathed one-third interest in the decedent's three drug stores, money in bank and other personal property; also his household effects. He left to his sons, Frederick W. and Edward E. Eggers, each one-sixth interest in his three stores and gave the balance of two-thirds to his other six children, share and share alike. It is directed that the drug business be kept up if advisable until the youngest child is 21 years old, and if it is decided to sell the sons named above shall be given a preference as purchasers.

CLEVELAND ITEMS.

E. H. Junge has purchased an interest in A. F. May's pharmacy, Cleveland.

W. G. Zanting, of Dunham street and Lexington avenue, is taking a month's vacation in touring the lakes.

Julius Rogof and Dave Lesser have opened up a new pharmacy at 161 Orange street, under the firm name of Rogof & Lesser.

Druggist W. G. Marshall, of Superior street and the Public square, is spending the month of August in Canada with his family, visiting Home Sound, his former home.

E. L. Lukins, laboratory man in the Mayell-Hopp Co.'s pharmacy, had the misfortune, while on pleasure bent, to fall and fracture the ulnar bone in his right arm, also badly spraining his wrist.

Henry Schlitt, a Central avenue druggist, has purchased the "Severance" cafe, at the corner of Ontario and Champlain streets, where he expects to find greater remuneration than in the drug business.

Wm. Warner, who has been connected with A. F. May's pharmacy for the past few years, has resigned and purchased the Clinton Heller pharmacy, at the corner of East Market and Howard streets, Akron.

Jacob Lustig, of the firm of Lustig & Aubley, pharmacists, 2590 Broadway, was married to Miss Lena Gleichman, of Arlington street, on the 12th inst. Mr. and Mrs. Lustig are enjoying their honeymoon at Niagara Falls and cities in Western Pennsylvania.

Nelson Grossman, of the drug firm of Grossman & Reigelhaupt, at the corner of Erie street and Woodland avenue, was married to Miss Cora August, one of Cleveland's fairest daughters. Mr. and Mrs. Grossman are on their bridal tour, visiting Niagara Falls, Buffalo and New York City.

The Northern Ohio Druggists' Association will have an outing at Manhattan Beach on Tuesday, August 28. Following is the manner in which the baseball teams will line up:

Retail.	Wholesale.
Hechler	s. a. Cobb
Kleffer	3d b. Metcalf
Kuhlmeyer	1st b. Godman
Hopp	2d b. Van Gorder
Voss	l. f. Fish
Lehr	r. f. Drexel
Bruce	c. f. Hannan
Flandermeyer	p. Lon Meyers
Schellentrager	c. Dorn
Drach	subs. Shirley
Sherwood	" Noonan

The Product of the Lemon and Grape.

The following ingenious reference will no doubt be appreciated by the chemist. It occurs in an advertising circular:

We have much pleasure in announcing that after a most exhaustive test by all the State chemists of Pennsylvania, our goods have been passed by the Pure Food Commissioner. This decision confirms the assurance we have given the trade that our product was pure and wholesome.

Owing to the distinctive feature of our lemonade that it is composed of the product of the lemon and grape, the food authorities claim it must be known as "Eiffel Tower Artificial Lemonade," so that in future on each package will be printed "Eiffel Tower Artificial Lemonade," which conforms with all the requirements of the Food Department.

MICHIGAN.

Draft of Ten Hour Law.

CUTTERS USE N. A. R. D.

Advertising in Advance.

Detroit, Mich., Aug. 20.—With a better business than usual in sight, the down-town cutters here are evidently getting in training for the N. A. R. D. convention by wider and deeper cuts than ever before. Printers' ink is being recklessly wasted in a wild endeavor to let people know what cheap stores they run. Almost everything in the catalogue, outside of the 25 articles upon which the agreement as to price rests, is cut to the actual wholesale price or below. Many an article is here advertised day after day at a less price than the druggist can buy it for of the jobber. They must enjoy it, but no one else does.

The Michigan Drug Co. are enlarging their cigar department. Having placed C. C. Hindman in charge, they will now devote more attention to this branch. It is even rumored that they will take up the manufacturing of cigars also.

Drug Jobbers Victimized.

The lax system of city buying in vogue here has led to several firms being victimized by a man who represented himself as from the Michigan Drug Co. He had orders signed by one A. L. Brook, while A. S. Brooks is the man in the Michigan Drug Co. The swindler secured some \$200 worth of stuff, mostly paper and hardware. He has not been caught.

Everything is in a rush getting ready for the Pythian encampment, which begins next week. Many of the druggists have offered their stores and services free as first aid stations in case of necessity.

The Drug Clerks' Association of Michigan at a recent meeting elected A. M. Edwards, Jr., as president, to succeed Mr. Stevens, resigned. The association also drafted a 10-hour law, which was laid before the annual meeting of the State Pharmaceutical Association for their opinion. It is understood that the legislative committee of the association are to confer with the clerks' association in regard to the bill.

Receiver for Pharmacists' Cigar Co.

The curtain is about to fall on the last acts of the Pharmacists' Cigar Co., the directors having asked for a receiver to wind up the business. Mr. Reuble, formerly manager, has been appointed receiver. This ill-starred venture has never been a great success, though it had the elements of a good thing had it been properly run. It has been decidedly a losing venture for some time back. Careless administration and lack of interest on the part of stockholders and directors, who, instead of buying and selling the cigars, would lay back and use their lungs, are said to be largely to blame for the failure.

Liver Slugs.

"Well, Aunt Mandy, what did the doctor say was the matter with you?"
"He say ez how ah had er sluggish libber, but 'foh gawd Miss Jinnie, ah cyant fer der life er me see how dem slugs git inside my libber."

ILLINOIS.

Plans for the Meetings.

ELABORATE PLANS FOR ENTERTAINMENT OF VISITORS.

Chicago, Aug. 21.—According to Secretary G. P. Engelhard, of the Committee on Arrangements and Entertainment, the twenty-sixth annual meeting of the N. W. D. A. and the Proprietary Association of America will have an attendance without parallel in the history of either body. This prediction is based on the number of responses to invitations that have been received. Wives and daughters of the members evidently intend to come in large numbers, as in a big percentage of the replies, perhaps one-half, the members announce that they will be accompanied by their families—that is, their wives and daughters; few have said they would bring their sons. The success of the meeting from a social point of view is thus assured, but, aside from that, the importance of the business problems to be considered makes the officials hope that the convention will be long remembered by the members. The preliminary work really begins at the N. A. R. D. meeting in Detroit, Sept. 13 and 14. It is expected that definite action in regard to cutters will be taken there and that the work will go on when the sessions of the wholesalers and proprietary men begin in Chicago, Sept. 17. It is expected that the "triple alliance" will be given hearty support. In case it should get a set back, friends of the proposition say the fight against cutting will have to be begun over again.

Social Features Promised.

The first social feature will be a general reception Monday evening, Sept. 17, at which there will be music and readings. Tuesday there will be drives on the boulevards and through the parks, followed by the president's reception in the evening. An opera party at the Studebaker Theatre will be the feature Wednesday evening. Thursday there will be a banquet for the men, at which Senator Thurston and the Rev. Frank T. Crane will speak. The last feature, Friday, will be the trip to Milwaukee on the steamer "Manitou." President Patton, of the A. Ph. A., has chosen the following delegates to the convention: Albert Ebert, Chicago; Henry Biroth, Chicago; Paul Schuh, Cairo, Ill.; Robert M. Dodd, Milwaukee, and Thomas Layton, of St. Louis.

The Slot Directory.

The public has begun its struggle with the penny-in-the-slot directory and, according to Frank Elliott, clerk at Indiana and Clark streets, the directory has won first blood. A peculiarity of the apparatus is that it must be held open; the moment the pressure on the book is relaxed it closes with a bang. Elliott claims one of his customers put in a penny, adjusted his glasses and leaned over to see the names. The customer raised his hand to turn a leaf and the book closed, catching his nose while doing so. Elliott ran to the rescue, released his customer and stopped his nose bleed. The Chicago directory company has introduced 175 of the machines so

far, the first two going into W. Bode-mann's stores.

Accused of Blackmail.

The State Board has taken out warrants for the arrest of William Schmidt, of Nashville, Ill., who is charged with "holding up" grocers who sold proprietaries without a permit. It is claimed that he told the grocers he represented the State Board and threatened to take them to Springfield for trial. Five grocers claim that they paid him \$10 in order to avoid making the journey. Others say they gave up smaller amounts.

CHICAGO NOTES.

Wood & Watson have bought out Wood & Roper, at Hobart, Ind.

E. B. Peters, of Fairfield, Ia., has decided to move his stock to Ottumwa.

Arthur Timberlake, secretary of the Indiana Pharmaceutical Association, was in town.

Steeley Bros., of Bristol, Ia., have succeeded Tobin & Co., at Eldora, Ia.

C. J. Welrick has succeeded to the business of C. J. Welrick & Co., at Colfax, Ia.

H. A. Small, of Kearney, Neb., and Neilson Weed, of Mankato, Minn., were in Chicago recently.

F. S. Catlin has bought stock for a new store at Mason City, Ia., of Morrissan, Plummer & Co.

Clarence Howland, of Howland & Cousins, Hanford, Cal., made a short visit in Chicago recently. He was on his wedding trip.

The Fairchild Drug Co., dealers in drugs and sundries, on Hall avenue, Marinette, Wis., has sold out to Robt. A. McDonald.

W. A. Mercer, of Walnut, Ill., has decided to go out of business. He was burned out recently and received the insurance in full.

President Patton, of the A. Ph. A., has chosen this committee on national legislation and trusts: Albert E. Ebert, Chicago; Albert B. Lyons, Detroit; Wm. S. Thompson, Washington, D. C.; C. B. Lowe, Philadelphia; H. P. Hynson, Baltimore.

John White, night clerk in M. W. Rankin's store, Thirty-sixth and State streets, caught a burglar August 9. A crash awoke White, who saw the burglar and grappled with him. White held the man until the police arrived. The prisoner said his name was Harry Young.

John Woltze, a druggist, at Wells street and North avenue, is figuring prominently in the forgery case against Francis Lieb. Young Lieb is the son of Gen. Herman Lieb, a well-known politician. The charge of forgery is made by the father and the forged check was passed on Mr. Woltze.

The investigation of conditions at the Hyde Park police station, which followed charges that no efforts were made to close "blind pigs," is attracting a great deal of attention. During the hearing it was asserted that 48 druggists had been charged with violating the prohibition ordinances.

The Yahr & Langé Drug Co. have succeeded to the business of the Chas. Baumbach Co., Milwaukee. The officers of the company are F. T. Yahr, president; L. A. Langé, secretary, and E. F. Yahr, treasurer. There has been but little change in the personnel of the firm, the officers having been associated with the old company.

The Northern Illinois Druggists' Association has chosen these officers: President, H. A. Stillman, Joliet; first vice-president, J. G. Bodenschatz, Lemont; second vice-president, J. D. Covell, Forreston; third vice-president, A. T. Seeley, Yorkville; secretary, H. J. Baumann, Dundee; treasurer, W. F. Jungkumz, Freeport; trustees, G. H. Sohrbeck, Moline; J. E. Malone, LaSalle; D. Sweetland, Highland Park; L. T. Hoy, Woodstock; Charles Hyatt, Wheaton; C. T. Daniels, Morris; J. W. Prince, Princeton; D. D. Lamb, Cambridge; G. H. Kentfield, Morrison; W. A. Green, Amboy; Wm. Singer, Galena; A. J. Yaw, Belvidere; A. A. Foster, Mt. Carroll; C. W. Garner, De Kalb; C. D. Bosworth, Rockford; Advisory Committee, H. A. Stillman, Joliet; W. F. Jungkumz, Freeport; D. Sweetland, Highland Park; J. G. Bodenschatz, Lemont; H. J. Baumann, Dundee. All these officers constitute the Executive Board.

MISSOURI.

To Dine or Not Dine?

SHALL THERE BE WINE? OR SHALL THERE BE WOMEN?

Alumni Plans for a Great Celebration.

St. Louis, August 23.—The Alumni Association of the St. Louis College of Pharmacy are arranging to celebrate their silver anniversary in grand form. Just at present there is a little controversy over the plans. Some of the leading members are desirous of making it a stag affair, secure quarters for the evening where they can drink and smoke and tell tales to their hearts' content; while others are anxious to make it a more elite affair and have the ladies present, as was the case at the crystal anniversary ten years ago. This question is something which is of more importance to St. Louis druggists than many would suppose. Both plans have been tried on various occasions.

The big stag affairs undoubtedly furnish more amusement to a great many—mostly the younger element—but it is a regret that they have left many a blot on the records of the local fraternity. On such occasions the turnout is composed largely of the younger element. The worthy and hard working drug clerks who have been housed up for weeks find themselves among their old school-mates, with plenty of refreshments of all kinds on every side, and they think, "Well, it is only once in a great while that we get such a treat where we can turn ourselves loose," and the result is very similar to the old English-French war times of America, when a French officer would collect a band of young Indian warriors and sweep down upon the frontier English settlements. To control those Indian warriors when once started was no more difficult task than it is to keep a crowd of St. Louis drug clerks within bounds when they have once made up their minds to have a good time, and the women far away.

This seems like a strong statement, but by the oldest to the youngest druggist in this city it is known to be true. A person should not form the opinion that members of the local profession are great hands to drink intoxicants, but rather the opposite. The boys would always rather take their lady friends—they have a chance to take them out so seldom, any way. On all such occasions here it is the custom to have speeches, and they are almost invariably by the older element, who usually dwell upon the deplorable condition of the drug business and the dark future for the young pharmacist, etc. If the young men have their lady friends with them they do not know or care what the speaker is saying or how long he talks; their thoughts and attentions are elsewhere, and in far more pleasant spheres.

The long winded speaker can relieve himself to his heart's content, and when he winds up with some comical remark which he has spent days concocting every one applauds, and he is satisfied and so are they. These are always quiet and enjoyable affairs and looked forward to from one year to the next. On the other hand, the stag affairs have been the source of so much dissatisfaction, hard feelings and derogatory re-

marks that it does seem surprising to the majority of the local fraternity why their officers are so persistent in desiring to repeat such things. It is their announced intention and desire to secure a hall somewhere—if possible the Liederkrantz—where they can make all the noise they desire, make speeches, tell tales, and in general have a high old time and not disturb anybody. The College of Pharmacy will not allow their building to be used for such purposes.

On the other hand, if they make it a stag affair and do not have plenty to drink—in fact, give the boys all they want to drink and smoke—their attendance will certainly be small. The boys get away from the stores so seldom that when they are out they will have a good time if possible. As for the tales and yarns that are usually told, they

cation. Address the Humphreys' Homeopathic Medicine Co., corner William and John streets, New York.

"The Finest Soda Fountain in Chicago."

Geo. R. Baker, one of Chicago's champion bowlers, owns the Ashland Block Pharmacy at the corner of Clark and Randolph streets, the most striking feature of which is a twenty-five foot soda fountain made after special designs for Mr. Baker by the Liquid Carbonic Acid Mfg. Co. In a very handsome and attractive twelve-page pamphlet with artistic cover, Mr. Baker says that his is "the finest and most complete soda fountain in the city" of Chicago. Now there are a good many fine soda foun-

counter, is Mr. Baker himself. Or, rather, is Mr. Baker, for since the loss of those elegant side whiskers which have been a joy to the bowlers of these cities Mr. Baker is not himself. He must proceed to establish a new identity or to grow another set of side whiskers.

The "Souvenir Soda Water Menu" issued by Mr. Baker is a model for soda water advertisers. It is from the pages of this "Menu" that we have borrowed our illustration. In addition to some miscellaneous advertisements of articles sold by Mr. Baker, the menu contains a list of over 300 kinds of soda water drinks which are served at his fountain.

Advance in Bottles.

That the month of September, when the glass factories will start up, will



Soda Counter of Geo. R. Baker in the Ashland Block Pharmacy, Corner of Clark and Randolph Streets, Chicago.

have mostly been repeated on such occasions for the last thirty years; and as to sitting around, keeping quiet and listening to long tales of woe, and what the boys call "tape-worm speeches," without any wine or other such agencies to counteract the effects, is something they will not be trapped into if they know themselves, and they will be sure to have other engagements for that evening.

The Success of Humphreys' Specifics.

The success of Humphreys' Specifics is due to their curative qualities; once introduced into a family, they are regularly used. To succeed in this introduction the distribution of Dr. Humphreys' Manual is necessary. It is strictly a medical book—no jokes—no recipes, but full of good medical advice to the sick and ailing.

A generous supply of these books is sent, prepaid, to any druggist on appli-

cations in the windy city by the inland sea and we record the statement without prejudice and in quotation marks. We do not make the assertion; we have never seen all the soda fountains there. We merely quote Mr. Baker's own statement and print an illustration which certainly proves that the fountain is unique in its design and a notable work of art. If there is a fountain in Chicago the owner of which thinks it is finer than Mr. Baker's fountain, we should be pleased to have him send us a half-tone illustration of it. Until the contrary is proven, we believe that Mr. Baker holds the palm.

Mr. Baker's soda counter is of marble with onyx trimmings and the draught apparatus is of the same material. The apparatus covers the entire side of an annex to his store.

It will be somewhat in the nature of a shock to the bowlers of Buffalo, Baltimore and New York to learn that the gentleman in the foreground with a mustache, who is leaning against the

bring with it an advance of from five to ten per cent. in the price of green glass bottles is recognized as an accepted fact by the wholesale drug trade.

The causes for the advance are not hard to find. As reported in the last issue of the AMERICAN DRUGGIST, an increase of seven per cent. has been made in the wages of the glass blowers. Besides this there is to be reckoned the recent advances in the prices of the new materials, and the fact that there is a very limited supply of bottles on hand just now, either in the hands of manufacturers or jobbers and wholesalers.

Flint bottles have already felt the impulse of changed conditions. The Eastern and Western manufacturers, after endeavoring to get together for years, have at last joined forces and presented a list which shows an advance of 10 to 15 per cent. over the old prices of panel ware, and some little change for the better—to them, at least—in the line of prescription ware.

Drummerdom.

Contributions for this column are invited. For available articles dealing with the news of traveling salesmen payment will be made.

Our Portrait Gallery.



S. W. SILSBBE,

Chicago Salesman for the Hartt Branch of the American Soda Fountain Co.

A recent acquisition to the staff of the Hartt Branch of the American Soda Fountain Co. is S. W. Silsbee, whose portrait is presented above. He has been connected with the soda water trade since 1879, selling for Jas. W. Tufts throughout the South at first and later on in New York City. Subsequently Mr. Silsbee was connected with Tufts' Chicago branch for some ten years. He was one of the first salesmen who introduced the Liquid Carbonic Acid Mfg. Co.'s goods to the Chicago trade, and served for three years as their salesman. Now he will bring to bear his long experience and great ability on behalf of the Hartt goods, and we wish him every success in his new relations.

Caught on the Fly.

Lehn & Fink have secured the services of B. C. Hallowell, who will travel the States of Pennsylvania, Virginia and the District of Columbia.

C. H. Van Buren, Connecticut salesman for Lehn & Fink, paid his usual fortnightly visit to the home office last week. "Van" is much gratified with the success he is experiencing in his territory.

O. H. Jadwin is now represented in Pennsylvania by John C. Miller, who was formerly with McKesson & Robbins.

Edward M. Estey, former traveling salesman for Seabury & Johnson, of this city, and Bauer & Black, of Chicago, died on the 10th inst. at St. John, New Brunswick. He was taken sick at Minneapolis a year ago last Christmas and had been in ill health ever since. His remains were taken to Moncton, N. B., for interment. Services were conducted at his father's residence, 137 King street (east). Mr. Estey enjoyed a very extensive acquaintance throughout New Brunswick and the Maritime Provinces. He was the eldest son of Mr. Charles A. Estey, of St. John, where he was born in 1844. He was for years employed in the drug store of the late John Chaloner, at the corner of King and Germain streets, New Brunswick. Later he established himself in business in Moncton, where he was for 15 years.

H. J. Fernald, New York State representative of the Century Perfume Co. of New York City, has just returned from a vacation spent at Portland, Me., where he participated in the festivities attending the celebration of "Old Maine Week."

BOSTON T. F. Mullen, with Carter, Carter & Meigs, is spending his annual vacation in Bar Harbor, Me.

Mr. Morrow, who takes so many orders for Wampole, of Philadelphia, took a vacation trip to Prince Edward's Island this month. He forgot all about business, but returned to this city and the grip August 20. He had a companion on the trip going and coming, R. L. Richardson, of the Hub.

Charles Thompson went to Maine for a vacation this year. He sees customers for Carter, Carter & Meigs, of this city, and has a host of friends.

L. Salasaar, who drums for the Lewis Chemical Co., was in town a short time ago. He did a good business.

W. D. Shattuck has been calling on the trade recently. He was talking Alpha Syringes for Parker, Stearn & Sutton, of New York.

C. H. Field has been visiting the local trade for the F. M. Keeler Co., of this city.

Mr. Smith is a new caller in this section. He was introducing the Euca-Tar Respirator and his firm is Smith, Gardner & Co., of New York.

W. A. Richardson is another new man to the Hub. He represented Thomas Christy & Co., of London, England.

Mr. Stein visited the trade recently for Eisner, Mendelson & Co., of New York. He is an energetic representative.

E. S. Hellbrun travels for the Ferro-Nutrine Co., of Portland, Me. He placed a goodly number of orders while here.

Mr. Hannon, who looks after New England trade for C. P. Whittle, of this city, took a flying trip to Clinton recently.

ROCHESTER The August register of visiting salesmen is not a very large volume, but it contains the names of several of the best known and most popular members of the select circle of drummerdom.

W. F. Sohni, who travels for the New York Paper Box Company, came to Rochester with a full line of samples of the excellent goods of that company, and met with his accustomed success.

Mr. Westlake is keeping good his reputation for taking orders for Rogers & Pyatt, importers and manufacturers of drugs, chemicals etc., of New York. Mr. Westlake is a welcome visitor and we are always glad to give him our best orders.

Merck & Co. have in R. L. Tye a very able and painstaking representative. His mid-August visit to the local trade was well timed and productive of good to all interested in it.

Charles J. Sohni is showing a complete line of sponges, chamols skins, parchments, etc., and gathering in the orders of the druggists all over his route. Loudon & Hill, of Philadelphia, are profiting by his industry and popularity.

We have hung up for reference, as requested, the card of Smith, Kline & French Co. announcing the call of E. Bensinger. But Mr. Bensinger has already called and captured our orders for his firm and departed for further August victories. He will be welcome back next month.

PHILADELPHIA Frederick S. Seymour, representing the Woodmount Distillery Co., was in the city a few days ago and he succeeded in placing a number of orders for distilled witch hazel.

Ferd. Alsfelder, a representative of the Remmers Soap Co., of Cincinnati, Ohio, has been busy in the trade and he met with considerable success.

W. B. Wright, of the Tuscorora Advertising Co., of Coshocton, Ohio, has made many friends in this city and he has been successful in getting rid of a fine number of leather and celluloid novelties.

The Alpha Paint and Mineral Co. has had its representative, Chas. H. Grakelow, in the city looking after its trade.

D. L. Dodge, of the Phenix Metal Co. of New Brunswick, N. J., was here recently soliciting orders for his house.

None of the traveling salesmen are better known than the representative of E. Fougere & Co., Rudolph Wirth, and on his last visit here he succeeded in placing a large number of orders.

The Cresol Chemical Co. of New York has had its representative, C. L. Peck, looking after its interests in this city.

Dr. E. E. Bostick, Philadelphia representative of Seabury & Johnson, has been spending his vacation at Newtown, Bucks County, Pa. He cannot be induced to leave the State, even for a vacation. He took along fishing tackle enough to bring home all the fish in the county. Look out for fish stories, now that he is back on the rounds. Don't say anything about the fish hook in his finger if you desire a clear atmosphere.

CLEVELAND T. H. Cheetham, of L. D. & Co., is calling upon the Cleveland druggists in the interests of the above firm.

Wm. Orem, representing the Carr-Lowery Glass Co., of Baltimore and New York, was calling on the trade last week.

James M. Comstock, a representative of Graham Bros. & Co., Chicago, was visiting the druggists recently with a fine line of toilet soaps.

A card from Wm. Law Hooft, Burroughs Bros. Mfg. Co.'s agent, announces that he will be among us this week. Mr. Hooft is sure to be received with the "glad to see you" hand.

CINCINNATI John F. Haynes, who visits the local drug trade every little while in the interest of Schieffelin & Co., New York, took a large gripful of orders away from here the other day.

The local jobbers and retailers were recently favored with a call from W. H. Wright, who explains the merits of Seeley's perfumes.

Another perfume salesman who called recently and is well known in this territory was John M. Hall, who represents Herman Tappan, of New York.

The B. F. Goodrich Co. sent J. L. Lam-bright this way last week, and he left the city with a large stack of orders.

CHICAGO G. F. Rogers, who covers Northern Indiana for Robert Stevenson & Co., is spending his vacation at Saranac, Mich. W. G. Nichols, who covers Michigan for the same firm, is taking a trip on the lakes.

Charles H. Davis, who was connected with Ward Brothers of Indianapolis for seven years, has accepted a position with Johnson & Johnson. He will look after the firm's interests in Indiana, succeeding E. A. Wing, who has gone into the drug business with his brother at Detroit.

G. W. St. Clair, Western agent for Johnson & Johnson, has just returned from the West with glowing reports of the business outlook. He reports that trade in his line and general business are good, crops are excellent and wholesalers are happy over the prospects.

Vernon Waldron, Pacific Coast agent for Lundborg's perfumes, writes that he spent a pleasant month with his family in Honolulu. The trip was successful from a business point of view.

George C. Healy, the popular Ohio man for Johnson & Johnson, is taking a well earned vacation with his family at Ruggles Beach, on the Ohio River.

R. T. Wincott, who makes Minnesota and the two Dakotas in the interest of Seabury specialties, has had his vacation, picked up a few orders and then away to the meeting of the North Dakota Pharmaceutical Association at Fargo, where all are sure of a good time.

The Drug and Chemical Market.

Review of the Wholesale Drug Trade.

It should be understood that the prices quoted in this report are strictly those current in the wholesale market, and that higher prices are paid for retail lots. The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

August 25.

THE business in Drugs, Dyestuffs and Chemicals during the fortnight under review has, with only few exceptions, risen above jobbing proportions. The absence of interest in quantities continues the feature of the market, though it is noticeable that the great bulk of the price changes reported during the interval have been for the better. The outlook for fall trade is considered very promising and the indications for this period of the year all that could be desired. The principal changes are as follows:

HIGHER.	LOWER.
Alcohol.	Opium.
Quinine.	Oil cassia.
Potassium bicarbonate.	Oil bay.
Wax, Bees.	Oil anise.
Wax, Japan.	Oil almond, sweet.
Thymol.	Grains of paradise.
Coriander seed.	Ergot, German.
Caraway seed.	Chlorate potash.
Celery seed.	Balsam tolu.
Snake root.	
Sarsaparilla root.	
Golden seal root.	
Manna.	
Cocaine muriate.	
Coca leaves.	
Guarana.	
Carbolic acid.	
Cuttlefish bone.	
Cod liver oil, Norwegian.	
Cacao butter.	
Balsam fir, Canada.	
Balsam Peru.	
Balsam copaiba, Para.	

DRUGS.

Alcohol, grain, is held at an advance of 2c over previous prices, the higher market for corn influencing the appreciation. About the usual quantity is being distributed at the new range of prices, which is \$2.39 to \$2.41, as to quantity, less the usual rebate for cash in 10 days.

Arnica flowers are in improved position abroad, with an advancing market reported. The finer grades of flowers are higher here in sympathy, and 10½c seems to be the lowest inside figure quoted.

Balsams.—Nearly all varieties are reported exceedingly scarce, excepting Tolu, which is in good supply and offered freely. Copaiba, Central American, is held and selling fairly at 34c to 36c; Para is firmer and 41c appears to be the inside figure. Fir, Canada, continues in very light supply and quotations have been advanced sharply to the range of \$2.45 to \$2.50. Oregon is without change as regards price; the demand is moderately active. Peru is held firmly at an advance to \$1.30 to

\$1.35, with sales within the quoted range. Tolu does not vary to any extent as regards the distribution; supplies continue to be offered freely and sales in a large way have been made down to 26c.

Barks have ruled quiet since our last and we have no new features of special interest to report. Buckthorn is reported easier in the foreign market, but values here are as yet unaffected. Cascara sagrada is held higher on the coast and 4¼c to 4½c is now named for delivery in New York. Condurango bark is attracting some notice at present and it is intimated that higher prices may be looked for.

Buchu leaves, short, continue in good demand and scarce, with 19c to 22c now the range.

Cacao butter has continued to advance in price, in sympathy with the position of the article in the Amsterdam market, where it has during the past month tended steadily toward a higher range. Spot supplies are quoted 43¼c to 45c for bulk and 50c for 12-lb. boxes.

Cantharides, Chinese, are extremely scarce on spot, scarcely any to be obtained, and prices are largely nominal. Russian are neglected momentarily and offer at 54c to 55c.

Chamomile flowers are reported as in good jobbing inquiry and holders are maintaining prices at the range of 21c to 22c for Roman and 15c to 25c for German, as to quality and quantity.

Cod liver oil continues in demand and firm. While old oil of no particular brand can be purchased at \$24 or probably a shade less, new oil of the well-known brands commands a higher figure—say \$25.50 to \$28.00, as to quantity.

Cocaine continues in firm position, with the tendency still strongly upward at the recent advance to \$5.25 to \$5.45. The stock of crude, both here and abroad, is limited, and this, coupled with a scarcity of leaves, serves to strengthen materially the views of holders.

Cubeb berries have met with increased attention since our last and several large sales are reported within the range of 14c to 15c, with the outside figure now quoted close inside.

Cuttlefish bone continues firm and holders are not willing sellers, owing to the strong position of the article at primary points. For the limited quantities of Trieste available 26c is asked, and jewelers' large and small are held at 85c to 36c respectively.

Grains of Paradise have eased off a

trifle owing to new arrivals and 25c to 30c is now quoted.

Guarana continues extremely scarce and prices have advanced considerably since our last, nothing now offering below 60c. The demand at the moment is limited, the price seeming to be above the views of buyers.

Manna is maintained with considerable firmness for the various grades, owing to the receipt of adverse crop reports, stronger advices from primary markets and a limited spot supply. Large flake is now quoted 65c to 70c, small flake 32c to 33c and sorts 25c. A fair jobbing movement is reported.

Opium has weakened in the interval and interest in the article appears to be almost entirely suspended for the moment, the decline to \$3.30 for case lots failing to prove attractive to prospective buyers, who are apparently holding off for a further lowering of values. Broken packages offer at \$3.32½ to \$3.35, but only small sales were reported at this range. Powdered is quiet at \$4.15 to \$4.50.

Quinine developed greater strength after the results of the last Amsterdam bark sales were announced, and the agents of German manufacturers at once raised their quotations to a parity with the price of domestic, values being now uniform on the basis of 37c to 38c for bulk. For the limited stock remaining in the hands of outside dealers it is said 35c would be an acceptable figure.

Storax is reported scarce at primary points and holders are firmer in their views, though 20c to 22c will yet buy.

Sugar of milk is finding a steady outlet for consumption and manufacturers' prices are well sustained within the range of 10c to 13c for powdered.

Tonca beans are only in limited demand, but values are unchanged at the range of 70c to 75c for prime Angostura, 50c to 55c for crystallized Surinam, and 30c to 35c for Para.

Thymol continues to advance in price, and recent sales have been at \$4.75 to \$5, as to quantity, though the latter figure was named inside at the close. Scarcity of raw material is the cause of the appreciation.

Vanilla beans continue in moderate jobbing demand, with values well sustained within the range of \$9.00 to \$12.50 for whole Mexican, \$7.75 to \$8.00 for cut and \$4.00 to \$7.50 for Bourbon.

Wax, Japan, is in improved position and holders now quote at an advance to 7c to 7¼c, as to quantity.

DYESTUFFS.

There is little movement of consequence at the moment in the general line of dyestuffs. Blue Aleppo nutgalls continue scarce and values are firmly maintained at 26c to 27c for the limited available supply. The upward tendency in other lines is checked by a general absence of demand.

CHEMICALS.

After the developments in iodine and bismuth and their various salts, fully reported in our last issue, the market has settled down to its former appearance of quietude, and few new features of interest are to be noted, either in the

way of price fluctuations or unusual demand. Carbolic acid continues to reflect a rising market and most holders now ask 30c for pound bottles. Potassium bicarbonate reflects the firmer position of the carbonate and manufacturers' quotations have been advanced to 8½c to 9c.

GUMS.

Aloes, Curacao, have been received in moderate-sized consignments in the interval, without, however, affecting prices, which are maintained at the previous range of 3¼c to 4c. Socotrine is held and selling at 20c to 23c. Cape quoted 6¼c to 7c.

Arabics of the various grades are jobbing fairly within the range of 45c to 55c for first picked, 32c to 40c for second and 14½c to 15c for sorts.

Asafoetida is meeting with only a limited jobbing inquiry at prices within the range of 18c to 23c, as to quantity and quality.

Camphor is in good demand and firm with a noticeable upward tendency. Refined in barrels has sold during the interval at 59½c, while cases bring 60c. Japan in tablets and slabs is firm at 61c to 62c.

Chicle is selling fairly in a large way to consumers who satisfy their requirements at prices within the range of 32c to 34c.

Gualac is held and selling at 12c to 15c, as to quantity and quality.

Myrrh has developed no action of special interest since our last; sales are confined to small jobbing lots, for which 12c to 20c is paid.

Senegal is passing out in about the average volume at previous prices, or say 15c to 24c for picked, 13c to 14c for sorts and 8½c to 14c for siftings.

Shellacs of the various grades continue in good jobbing request at nominally unchanged quotations.

ESSENTIAL OILS.

Almond, sweet, is higher, in consequence of firmer advices from the London market. Quoted 48c to 52c.

Anise has declined in the interval to \$1.50 to \$1.55, the decline being attributed to continued indifference on the part of buyers and competition among holders.

Bay is offered more freely and the market is easier in tone, with holders willing sellers at \$2.15 to \$2.25 for bulk.

Cassia has weakened in the interval, owing to slackened demand and freer offerings, and quotations are largely nominal. We quote the range at 75c to 90c, as to grade, but we hear of sales below these figures.

Cedar, leaf, has advanced, owing to scarcity of raw material, and holders are firm in their views at 50c to 55c.

Citronella in cans is meeting with a satisfactory inquiry, and numerous jobbing sales are reported within the range of 23½c to 24c.

Clove meets with only a limited inquiry, but values are well sustained at the quoted range of 55c to 60c.

Lemongrass is tending upward, though no price changes are yet noted. This year's crop of herb is reported to be shorter than that of previous years, and

the oil has advanced in the foreign markets.

Pennyroyal is weaker, but not quotably lower in price. Such sales as are making at the moment are at \$1.35 to \$1.50.

Peppermint is firmer in tone and holders evince no disposition to increase the distribution by price concessions, recent reports pointing to a probable crop shortage. Values are well sustained at the range of 87½c to \$1 for Western in tins, 92½c to \$1.05 for New York State and \$1.15 to \$1.20 for H. G. H.

Sassafras is not coming forward very freely and values are firmly maintained at the range of 37c to 38c for natural; artificial held at 32c to 33c, and Saffrol 42½c to 45c.

Wintergreen is a trifle unsettled. Natural is held at \$1.35 to \$1.40, but only small supplies are coming forward and the market has a firm undertone.

ROOTS.

Althea is meeting with a fair jobbing inquiry, with the sales at 16c to 19c for cut. Reports from primary points indicate a slight scarcity.

Belladonna, German, is in moderately active demand at 10c to 11c.

Gentian is firmer and holders generally ask an advance over 4c for jobbing lots.

Ginger, unbleached Jamaica, is in good supply and offers freely at 11c to 15c; bleached quoted 15c to 20c.

Ginseng shows little action of consequence, either as regards price or demand. Values are, however, maintained with some show of firmness at the range of \$3 to \$4.25.

Golden seal continues scarce and this, coupled with an increased demand, keeps the root firm at the recent advance to 50c to 54c.

Ipecac is reported easier in the London market, in consequence of recent arrivals, but values here are unaffected, \$3 to \$3.10 being quoted, as to quality.

Jalap is selling fairly in a jobbing way at the previous range, or, say, 12½c to 14c for whole and 15c to 17c for powdered.

Orris is well sustained in the face of limited supplies, holders refusing to shade 12c for Florentine and 7c for Verona.

Pink is meeting with a better inquiry and holders are asking 18c to 20c for the small available supply.

Sarsaparilla, Mexican, continues scarce and holders are firm in their views at an advance to 8c to 8½c. Honduras offers more freely at a fractional decline.

Senega has been actively inquired for and scarcity of spot supplies has influenced an advance to the basis of 32c for Western, but this is more than most buyers care to pay and little business results.

Snake has advanced, owing to scarcity, and 33c is now the lowest open quotation named for quantity lots.

SEEDS.

Anise, Italian, is quiet but steady at 8c to 9c. German is without inquiry of consequence, but supplies do not offer below 5c. Star quoted 23c to 24½c.

Canary is in improved position and values are firm at 2½c to 2¾c for Sicily and 2¾c to 2½c for Smyrna.

Caraway is still tending upward and holders are firm in their views at an advance to 7¼ and 8c.

Cardamoms are firmer in the face of an improved demand and less abundant supplies; Decorticated quoted 70c to 75c, as to quality and quantity. Bleached are correspondingly higher, 75c to \$1 being the range.

Celery continues to show a hardening tendency and holders have advanced quotations to 7¾c to 8c, though we hear of one sale of some 4,000 lbs. at a shade below the inside figure.

Coriander has been advanced to the range of 3½ to 3c to 3¼c for bleached and natural, respectively.

Cummin is in good demand and for the small available supply, which is closely concentrated, 8½ to 9c is now asked.

Fennel is less actively inquired for and the market is quiet at 9c to 12c for German.

Mustard is quiet and easy in tone, the reports from growing centers continuing to favor a good crop. Prices are, however, without quotable change.

Poppy continues quiet and values are a shade easier, 5c to 5¼c being named for blue.

Rape is neglected and slow of sale, but prices are quotably unchanged. German quoted 2¾c to 3c and American 2¾c to 2½c. For English 4c is the outside limit.

Strophanthus, U. S. P., is in good supply and jobbing sales are reported within the range of \$1.50 to \$1.75, as to quality. Hispidus quoted 35c to 36c.

Medals for Seabury & Johnson.

Seabury & Johnson have been awarded two medals at the Paris Exposition, which make the number that they have taken for excellence of their goods, particularly Absorbent Cotton and Plasters, 54 since 1876. Any one in their line of business who is short on medals might be able to get a few medals from S. & J., as they appear to have medals enough to burn.

Hints To Buyers.

The Saratoga Vichy Spring Co. is working nights and Sundays to keep up with the avalanche of orders pouring in upon it.

A good stationery stock is indispensable in the up-to-date pharmacy, and a good stationery stock that does not include the full line of Joseph Gillott's steel pens does not exist. Please mention this journal in writing.

It will be just as well to specify Rosengarten's when ordering Bismuth Sub Nitrate. It is manufactured by Rosengarten & Sons, 12 Gold Street, New York, who have been established since 1822, and is white and milky. Mention the AMERICAN DRUGGIST.

The new size of Listerine has proven to be decidedly popular, and is now in great demand. It is a three-ounce package, retailing at 25 cents, and the dozen price being \$2. The trade can be supplied through the wholesale druggists.

The claim is made by W. A. Gill & Co., Columbus, Ohio., that they make the best seamless tin boxes in the market, and many druggists uphold the statement. Mention the *AMERICAN DRUGGIST* when writing for complete illustrated price-list.

If you want the latest styles, best workmanship, finest finish, and lowest prices obtainable in showcases, send for catalogue and price-list to Heyman Company, 55 to 61 Canal Street, Grand Rapids, Mich. Mention you saw the advertisement in the *AMERICAN DRUGGIST*.

The demand from physicians for Ferrosol has become so large that few druggists are to be caught without a full supply on hand. Bruno Grosche & Co., 81 New Street, New York City, are the sole agents for the United States and Canada. Mention the *AMERICAN DRUGGIST*.

Lots of soda water fountain trade is still being done, and you can increase yours by dispensing Coca-Cola. It is a delicious, refreshing beverage. Write to any of the branches—Atlanta, Chicago, Dallas, Philadelphia, or Los Angeles, for free advertising matter, and mention the *AMERICAN DRUGGIST*.

Magnus & Lauer, 92 Pearl Street, New York City, offer in original packages under the seal and label of E. Sachsse & Co., Leipzig, Germany, indispensable oils, such as Oil Cubebs, U. S. P.; Oil Almonds, Bitter, U. S. P.; Eucalyptol, Thymol, Menthol, etc. Send for the general price-list, mentioning this journal.

Chiolin, manufactured by the Hope Chemical Company, 482 La Salle Avenue, Chicago, has proven itself prompt and efficacious in rheumatism, sciatica, hemorrhoids, etc., as well as all skin diseases. In writing for free sample and literature state that you saw the advertisement in the *AMERICAN DRUGGIST* columns.

"A Square Deal." This is something every retail druggist wants and every retail druggist should have, and he can get it by addressing the New York Pharmacal Association, Yonkers, N. Y., and mentioning this journal. Incidentally, it may be mentioned that it will also stimulate the prescription and sale of Lactopeptine.

Pamphlets which tell of the particular virtues of the various Schieffelin specialties should be in the hands of every retail druggist desirous of an up-to-date prescription counter. In writing for printed matter and full particulars to Schieffelin & Co., New York, do not forget to mention being prompted by the *AMERICAN DRUGGIST*.

There are many good reasons for the steady and growing call for "Enule" rectal suppositories manufactured by Burroughs, Wellcome & Co., London, for whom Fairchild Bros. & Foster act as American agents. These suppositories are inclosed in hermetically sealed sheaths, there is great ease of

insertion and expulsion is impossible. When writing mention this journal.

If your jobber doesn't keep Leonhard's pure white beeswax, sun bleached, don't hesitate to write to Theodor Leonhard, Paterson, N. J., for free samples. The brands in question represent the best to be had, conforming to the United States Pharmacopoeia standard in every particular. Mention the *AMERICAN DRUGGIST* when ordering.

No one has the temerity to deny the wonderful aperient properties of Hunyadi Janos, and druggists should see that they get the genuine, which is imported to this country by Andreas Saxlehner, of 130 Fulton Street, New York, which is a branch of the firm at Budapest, Hungary, the sole proprietors of the Hunyadi Springs. Mention this journal when writing for prices and terms.

Thomas' English Prepared Chalk and Thomas' Whiting are carried by all jobbers, but to convince the retail druggist of their virtues samples are sent free on application to the Thomas Mfg. Company, of Baltimore, Md. The chalk comes in eight-pound boxes, and is made from the finest material. Mention seeing the advertisement in this journal.

That every druggist should be an optician is a proposition to which many will agree, especially when an optical course may be had by mail from such an institution as the Northern Illinois College of Ophthalmology and Otolaryngology, for \$25. Men writing for prospectus to George W. McFatrach, M.D., secretary, 1015 Masonic Temple, Chicago, mention this journal.

The growing popularity of Carabana Aperient Water is no surprise to those aware of its merits. It is undoubtedly the best Spanish Aperient on the market, and retail druggists handling it are well satisfied with their daily sales. It is packed 100 pint-bottles in a case, and C. N. Crittenton Company, New York, are the distributing agents. Mention the *AMERICAN DRUGGIST* when ordering.

No feature of a modern drug store is quite so attractive as its bright, cleanly appearance. This is because so many druggists use the Bar-Keeper's Friend, by which marble, glass, nickel, brass, copper, tin and German silver can be cleaned and polished easier than with anything else. Send for a free sample, mentioning the *AMERICAN DRUGGIST*, to George Wm. Hoffman, 295 East Washington Street, Indianapolis, Ind.

Of the interesting and seasonable specialties offered to the trade few are more attractive than those put forward by Whitall, Tatum & Co. One of these is the Keystone Dry Cell Faradic Battery, in two sizes, \$8 and \$10 each, while the other is the Acme Water Cooler. This will keep water cool all night, or ice unmelted for many hours, while it is equally serviceable in retaining the heat of broth or gruel. Write for particulars, mentioning this journal.

The druggist who keeps on hand a full line of Allenbury's Foods need never fear any emergency call from frightened mothers with which he will be unable to cope. The various milk

foods offered by Allen & Hanbury's, Limited, of London, form a progressive dietary that is suited to the growing digestive powers of the infant. Price lists and literature will be supplied on application to the New York branch at 82 Warren Street, New York, by mentioning the *AMERICAN DRUGGIST*.

After a prosperous stay of almost eleven years at 338 East 49th Street, Leopold Mayer, of Flora Talcum and Camel's Hair Pencil renown, has found it necessary for his ever-increasing jobbing trade in the sundry line to locate in the down-town district. By September 1 he will be pleasantly situated at 84 Warren Street, a most convenient spot for the trade to reach him. Mr. Mayer has also taken the precaution to have his office and salesroom on the first loft of the building, so as to make unnecessary any vehement language on the part of visitors. The hearty congratulations of his numerous friends are sure to follow Mr. Mayer's success in his new quarters.

The increasing demand for a reliable, pure, diastatic extract of malt accounts largely for the success of Medico-Malt and its various compounds, manufactured by the Medico-Malt Co., of Syracuse, N. Y. Medico-Malt supplants the various infant foods in powder form, inasmuch as it is a liquid food, retaining all the valuable properties of the grain, and possessing digestive ferments which render it more digestible. The company has a thoroughly modern plant, specially equipped with the latest devices, to produce the purest quality, and to extract and retain all of the vital principles necessary to a perfect malt product. Besides Medico-Malt, plain, the following compounds are manufactured by the company: Medico-Malt with hops, with cod liver oil and pancreatin, with cod liver oil, pancreatin and hypophosphites, with hypophosphites, with cascara sagrada, with pepsin and pancreatin, with yerba santa, with iron pyrophosphate, and with iron, quinine and strychnine.

Wine of Cardui Advertising.

Nelson Chesman & Co. are placing attractive Wine of Cardui advertising in 5000 of the best American newspapers for the Chattanooga Medicine Company. This advertising enables the Chattanooga Medicine Company to promise better orders than ever for Wine of Cardui this fall. A very striking series of ads. is being used. The copy is carefully prepared and the typography is at once unique and simple. Wide white margins with heavy faced type and strong borders are utilized to good effect.

An Army Appointment.

Dr. George A. Renn, manager of McGee's Pharmacy, Raleigh, N. C., received a telegram on the 13th inst. from Surgeon-General Sternberg, notifying him of his appointment as surgeon in the United States Army. Dr. Renn was ordered to be in readiness to leave for San Francisco by next Saturday, August 18. The doctor is a native of Raleigh and very popular. He has been associated with Dr. J. W. McGee, Jr., in the practice of medicine.

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and Pharmaceutical Record.
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PUBLISHER'S ANNOUNCEMENT.

The best buyers in the retail drug trade of the United States, Canada, Mexico and all foreign countries will be reached by advertisers in the September Convention Number of the AMERICAN DRUGGIST. A few preferred advertising positions in this number remain unsold, but early application is strongly recommended. Inserts for the Convention Number can be received up to September 19, and full particulars regarding the design, arrangement and size of inserts most suitable for binding with the journal will be sent upon application to the publisher. The rates for advertising in this Convention Number are as follows:

One page.	\$30.00
One-half page.	25.00
One-quarter page.	20.00
Insert—Two pages.	60.00
Four pages.	80.00
Eight pages.	125.00

The choice positions in the advertising pages will go to the first applicants for space, and in view of this it will not be necessary for us to urge early application upon the part of prospective advertisers.

WHO OWNS THE PRESCRIPTION?

INTEREST in the much discussed question as to the ownership of the prescription continues unabated. This interest is not confined alone to the pharmacist and the physician, but is shared to a very considerable extent by the patient as well, and as is evidenced by a letter to the editor printed elsewhere by some who belong to neither category. The whole discussion in our opinion seems to be based upon a misapprehension of the nature of the thing for which the patient pays his money to the physician and the pharmacist respectively. The public seem to regard the prescription as a substantive thing, as a piece of property, instead of, as we think it should be regarded, as a mere authority to obtain a specific thing at a given time and for a particular and transitory purpose only. Its true analogue seems to be a railway or theater ticket. The actual ticket is bought, it is true, but the value of the ticket lies not in itself, but in the fact that for a

given occasion only it entitles the purchaser to a journey in the train or a seat at the play; and once used it is taken up and canceled. So it seems to us that when a patient consults a physician the physician takes stock of him as he then is, and writes a prescription suited for him, and him only, at that time and for so long only as the physician's professional judgment may decide that the treatment may be possibly continued to the patient's advantage.

Old superstitions die hard, and it is still a common belief that it is possible to treat a disease, for instance pneumonia, whereas it is to the condition of the individual patient, and of him only, and only at that particular time, and for so long thereafter as skilled foresight may judge that condition likely to continue that treatment can properly and rightly be directed. For that reason it would seem that when the physician issues a prescription and receives his fee, it is not the actual prescription any more than it is the actual railway ticket that is paid for. And when the patient receives the prescription it is merely a ticket whose mission is fulfilled when the medicine ordered has been compounded, and which should then be taken up. And the druggist should retain it as a voucher of his right to supply what it called for, as well as in evidence of his own protection in case of error. It may be argued that much treatment, especially in chronic diseases, is of such a nature that it has to be continued for some little time; and it would be unreasonable to expect the patient to pay a fresh fee to consult a physician every time he required to repeat it. But a ticket, divided into several stages, can be obtained, for instance, from New York to San Francisco. The journey is paid for once for all, but in each stage a portion of the ticket representing the distance traveled, is detached, until the whole is used up within a certain fixed period from the date of issue. So in a case calling for protracted treatment in which the indications are likely to

change so little that one course may properly be followed for some time, the prescription might be written on a perforated form ordering enough medicine to last for stated periods covering the whole time in which it would be wise to continue on this particular course without revision. One of these sections might be "taken up" by the druggist and canceled each time the prescription is filled. In any event, it seems to us that the right of retention of the prescription undoubtedly belongs to the pharmacist. If it could not be used more than once, there would be no object for the physician to claim ownership; the patient could have no use for a canceled ticket that could not, metaphorically, be used for another ride; while the druggist needs it as a voucher to establish his authority for "passing the rider on the car," so to speak.

THE NEW GERMAN PHARMACOPOEIA.

THE fourth edition of the German Pharmacopoeia has just been published and will take effect on January 1, 1900. Its appearance at this particular juncture so soon after the meeting of the convention for the revision of our own standards of medicinal purity invests the work with special interest for Americans.

A summary of the principal changes which have been made in the present edition appears in another column, and it may be of interest to here review in brief outline some of the features of this revised edition of the German national authority on medicine.

The change from Latin to German which was made in the third edition of the Pharmacopoeia was one which commended itself to all critics, but there was some danger that the effort to Teutonize the work might lead to some trouble by the substitution of words of purely Germanic origin for descriptive words of Latin origin, the precise significance of which has been clearly fixed by practically universal usage. No instances are noted, however, where this danger has not been avoided.

THE SCOPE OF THE WORK The ever-recurring question as to the proper scope of a pharmacopoeia invariably recurs when the list of newly admitted remedies in any pharmacopoeia is discussed. Upon the one hand there is a large number of pharmacists and physicians who desire that the widest possible scope be given to the pharmacopoeia; that it be made to include practically everything used by the physician. On the other hand stands the

conservative element, who, pointing out the permanent character of the work, the risks involved by the recognition of articles of only ephemeral interest, and the grave possibilities for trouble to the pharmacist involved in the fact that generally speaking the pharmacopoeia of a country is its legal standard for medicines, fear to enlarge the list of official remedies beyond the narrowest bounds. The conservative element has evidently predominated in the revision of the German Pharmacopoeia and, as a consequence, comparatively few of the newer remedies have found a permanent lodgment in the work. The commission have given a place only to such remedies as not only are popular at the moment but which may be submitted to exact scientific tests as to purity, etc. In the absence of any such positive methods the pharmacist who handles the medicament is open to the most grave consequences, as he would be unable to test his preparations, although held responsible for their character.

SERUMS ADMITTED A strict application of this rule would, of course, have excluded both antidiphtheritic serum and Koch's tuberculin from the work, as the pharmacist is not in a position to test either one. This objection holds good, it is true, in this case, but the commission, having weighed the matter, concluded that the positive virtues of both preparations entitled them to admission to the pharmacopoeia, while the local authorities could and should relieve the pharmacist from individual responsibility for these particular preparations.

This is the first of the national pharmacopoeias to admit serums. Their admission into our own pharmacopoeia was properly left to the discretion of the revision committee by the last convention, for the reason that in the present state of our knowledge of the subject it was an open question whether or not they should be introduced. It is significant of the tendency of thought among the leaders in the convention, however, that the president of that body himself pointed out that the testing of serums was a pathological rather than a physiological operation. This distinction would enable the revision committee to introduce serums without contravening the instructions which were given the committee by the convention not to introduce physiological tests.

NAMES OF SYNTHETICS The experiment of introducing the synthetics by their systematic chemical names, instead of by their trade-marked titles, or, as has been done in England, by names

invented for the purpose by the pharmacopoeial authorities, will be watched with interest. We feel confident that the Germans will find that they have made a mistake in not following the precedent set them by the English. The physicians who will order "pyrazolonum phenyl-dimethylcum salicylicum" will be very few and far between.

On the whole, the fourth edition of this national work seems upon cursory examination to be satisfactory. It is in no direction startling, but its conservatism has not been extreme, as witness of the introduction of some, though many will feel somewhat surprised at the small number of new remedies admitted.

A FREE SCHOLARSHIP AT PHILADELPHIA.

A FREE scholarship in the Philadelphia College of Pharmacy has just been established through the munificent endowment of the Keasbey & Mattison Company, of Ambler, Pa., whereby meritorious students, who are likely to become useful, progressive members of the pharmaceutical fraternity, may after successfully passing a competitive examination, and producing satisfactory evidence of ability before the committee of the college, become entitled to free tickets for all the lectures. The scholarship thus established embraces all the branches taught in the college, and has been created through the desire of Mr. Henry G. Keasbey and Dr. Richard V. Mattison, both of whom are graduates of the Philadelphia College of Pharmacy, to lend a helping hand to some of the hard working young men who have chosen the practice of pharmacy as their life work, trusting that the knowledge thus placed at their disposal through the generous thoughtfulness of Messrs. Keasbey & Mattison may not only benefit its recipients, but that they will feel morally bound to help others in the business who may be less fortunately situated than themselves, and the honor and usefulness of the profession be thereby enhanced. All persons desiring to avail themselves of the privileges of the scholarship should address the Dean of the Faculty, Prof. Joseph P. Remington, 145 North Tenth street, Philadelphia, at once.

It is most gratifying to record this evidence of the sense of obligation to pharmacy felt by one of the most successful practitioners. The endowment will be of great value, not only to the recipient of the scholarship, but to the cause of pharmaceutical education generally.

[Written for the *American Druggist*.]

BOTANICAL TERMS.

Greek vs. English.

BY W. BRYAN, M.D.,

Brooklyn College of Pharmacy.

IT is to be regretted in the discussion of a question so important as that of reform in botanical terminology that Prof. H. H. Rusby should have deemed it necessary to adopt an unscientific tone of personality.

Dr. Rusby in his article, "Botanical Terms and English Equivalents," makes the statement that my paper on "Botanical Nomenclature," read by title at the recent meeting of the New York State Pharmaceutical Association, is a "discredit" to the association.

I decline to admit any discredit in a paper honestly advocating a reform in botanical wording, and I think that fair minded men will consider that the discredit referred to chiefly consists in holding opinions different from those of Dr. Rusby.

In my paper above referred to I laid down the following fundamental propositions:

1. That the number of foreign compound botanical descriptive words is excessively large.

2. That many of them are derived from the original word roots in a fanciful and capricious or misleading manner.

3. That many of these words are pronounced without any attempt to emphasize the component word-roots; such pronunciation constituting a grave barrier to the understanding of these words. Not one of these three fundamental propositions has been discussed in Dr. Rusby's article.

The overburdening of plant science with useless or worse than useless technical foreign words, useless because the ideas which they express can be better conveyed in English, constitutes a sort of disease of redundant verbiage which might be diagnosed as "Botanical Elephantiasis." In my opinion this required a certain line of treatment and I proposed to substitute English words for these pedantic, descriptive words wherever feasible. In the convention for the revision of the United States Pharmacopoeia I presented a resolution worded essentially as follows:

Resolved, That the Committee of Revision be recommended to substitute for the botanical descriptive words in the U. S. Pharmacopoeia their equivalents in the English language, wherever feasible.

This resolution was defeated after a debate lasting not more than fifteen minutes, Dr. Rusby speaking to the motion to the extent of not more than half a hundred words. I had previously antagonized the dominant party in the convention by repeatedly insisting, at the session of the Nominating Committee, upon equal representation for each section of the United States on the Committee of Revision and further by opposing the introduction of any proprietary articles into the National Pharmacopoeia at the session at which that question was up for consideration. Under these circumstances I do not consider such limited debate as of great value in determining the practicability of my suggestion. I am willing to admit that other remedies than the proposed sub-

stitution of English for foreign words may be found efficacious and practicable. I do not by any means claim that my equivalents are the best that can be found, nor do I admit that if the proposed substitutes are insufficient or unsatisfactory that my idea is without value. A congress or committee could undoubtedly formulate a list of substitutes more exact than those attacked so bitterly by Dr. Rusby.

Dr. Rusby says "It is because there are so many pharmacists who have not this elementary knowledge but whose botanical ideas are common and indefinite that it becomes necessary to say here, etc., etc." Now does it not seem that if, after the special botanical training which the average pharmacist receives in college, he still fails to secure even elementary botanical knowledge, there is something radically wrong? The condition mentioned by Professor Rusby seems due precisely to the necessity that the pharmacist, to secure the "elementary" knowledge referred to, must assimilate from one to two thousand unfamiliar, foreign or practically foreign terms—in other words, must learn a new language, a jargon of long isolated, incoherent Greek and Latin words.

Let us consider for a moment the mental operation which takes place when reading scientific, technical terms. Every man, who reads a work on botany intelligently, translates mentally each technical word into English, or he does not fully understand the word. Let us take the very word, whose proposed substitute "cloakless," Dr. Rusby finds "ludicrous in its vacuity," the word *achlamydeus*. The reader translates *achlamydeus* into its English meaning—i. e., cloakless; the mind associates the word cloak with its familiar meaning—the memory, by association of ideas, recalls the application of the word cloak to the cloak-like whorl of petals or sepals, and knowing that "A" means without, the word then and not till then conveys a complete, intelligent idea to the reader. When this mental operation has taken place with sufficient frequency the mental process becomes so rapid as to be practically automatic. If it were required to assimilate only a reasonable number of such words no fault could be found, but the number of such words required to describe even the seed-bearing plants is so enormous that it is practically an impossibility for an average man to memorize them. This enormous number of foreign or practically foreign, technical, descriptive words does not exist in any other science.

The work of translation and retranslation above referred to I would avoid by using the English word in place of the unfamiliar, foreign word. If the word "*achlamydeus*" can acquire a technical meaning so can the word "cloakless."

If the word cloakless is "ludicrous" how is it made less ludicrous by being translated into Greek? Furthermore, if the translated word is inapt the original word is equally inapt and the translation simply exposes the inappropriateness of the original.

In teaching the subject of botany it is found impossible to make the student memorize these technical words unless they are translated into English for him; this translation I would avoid by using the English term wherever feasi-

ble. The proposal to substitute English for Greek wherever feasible is not mere speculation on my part, but is derived from experience. I have taught botany to boys, to young men and to adults; and at all three stages of life these foreign, descriptive words present the same obstacle to the learning of facts. In one course, when I had free rein to discard such pedantic words as I chose, I found that students had gained a far clearer comprehension of the facts than they ever did when those facts were described in the usual obscure, botanical, technical language.

Dr. Rusby in further laying down the laws which govern the growth of scientific terminology says, "Just as soon as a scientific idea becomes clear and accurate a name must be given it to distinguish it from all others." But a scientific idea, as a rule, is at first obscure, sometimes even false, and then receives a name; but though the idea becomes more definitely understood, the name remains and expresses the notion of the idea which its first prominent discoverer had. An example of this is the word "cell," which has persisted in widest possible use in spite of its misleading derivation.

The word *aestivation*, meaning "act of spending the summer," seems to me to be a good example of capricious derivation; the proposed substitute "bud arrangement," at least conveys a closer idea and seems a far better descriptive word than *aestivation*, and can be invested with a technical meaning just as readily as *aestivation*.

The proposed substitute for the word *adnate*—borne-to—is not more ridiculous in structure than the similarly made up word—"worn-out."

"Think of describing a mullein leaf as a borne-to leaf," says Dr. Rusby. I have been unable to find that the term *adnate* is used in describing any species of mullein,¹ either in Gray or in Britton & Brown, and it would therefore be out of the question to call a mullein leaf borne-to.

The proposed substitute of *germgland* for *archegonium* and *sperm gland* for *antheridium* is physiologically and morphologically debatable, since the terms *germ* and *sperm* are widely used in scientific as well as in common language to express the ideas of male and female reproductive elements, and the word *gland* simply means a collection of cells which secrete (or excrete) a special liquid product. I do not consider it so very far-fetched to extend the term "gland" to include the collection of cells which form the sexual reproductive elements.

The term "angle-bud," in place of *axillary bud* is not in the least degree absurd, since it conveys a close meaning and if adopted would acquire its technical meaning just as definitely as *axillary bud*, with the advantage that it is more easily remembered; again, the axilla of man and animals is directed down, that of the leaf up, and this tends to mislead. No student could think that an angle-bud was located in the angle below the leaf stalk after once having seen a diagram or specimen of such a bud. The statement by Dr. Rusby that "most fishermen would be stumped upon seeing 'angle-bud,'" is too far-fetched a witticism to demand notice, beyond asking what have the habits of

¹ Spelling from Britton & Brown.

fishermen to do with this question of botanical wording?

Dr. Rusby further says: "No author would think of trusting to the abbreviated definitions of his glossary, etc." Now if a glossary of technical terms does not give fair definitions, what good is it? As a matter of fact the modern glossary is a dictionary of technical terms contained in the work to which it is appended, and gives a fairly complete definition of each term.

Dr. Rusby draws a sharp defining line between "scientific" and "common" language. He says: "The fact that a word is in common use is usually evidence that it can have no clear and accurate scientific limitations." But in spite of this scientifically formulated definition by an eminent author, who, as he himself says "cannot be charged with inexperience" I find in Rusby's "Morphology of Plants" many "common" words; neutral, regular, complete, spur, tube, throat, keel and a hundred others used in a distinctly "scientific" sense.

The meanings of these words had become "fixed in the English language," long before there was any application of them to botanical description. Yet they have been very successfully applied as scientific words by Dr. Rusby himself. How does Dr. Rusby explain his violation of his own rules?

The reason why this question was not presented before a botanical society or to botanical circles has been so fully explained by the distinguished author who controverts me that it seems unwise to disturb his opinion. I do not think, however, that associations of scientists possess any proprietary right in science. I regard them as invested with a sacred trust to hold the archives of science for the benefit of the human race and to throw wide open the portals to the millions who thirst for knowledge. The members of botanical societies are not the only men who live on plants or who find plants useful. We all require them and we therefore all have a direct interest in them. This question, therefore, is not one merely for botanical societies, it is a question for all men, and in view of my own personal interest in plants, which form a large part of my food, which make oxygen for me to breathe and which beautify the dwelling and landscape, I may be pardoned for maintaining my personal right to hold my opinion as to the absurdity of the present system of describing plants and to voice such opinion whenever and wherever I can. At the same time, however, I stand ready to discuss the subject with any botanist or society that may be interested.

I append in parallel columns the definitions of some of the words under discussion as given by two eminent authorities.

From Gray's "Manual of the Botany of the Northern U. S."

Alliaceus: Having the smell or taste of garlic.

Alveolate: Honey-combed; having angular depressions separated by this partition.

From Rusby's "Botanical Terms and English Equivalents."

Alliaceus: Having structural relationship to the genus *allium*.

Alveolate: What an astounding piece of intelligence for a practical botanist that an alveolate receptacle is "honey-combed." It is true that they often become honeycombed by disease or by insect

Androgynous (inflorescence): Composed of both staminate and pistillate flowers.

Ament: A catkin, or peculiar unisexual, scaly spike.

Articulate: Jointed, having a mode of joint.

depredations, but the word alveolate possesses a technical meaning which again would be made ridiculous by substituting "honeycombed."

Androgynous: If Dr. Bryan actually thinks that androgynous means "stamen-pistillate," the less said about it the better. There is no such case among the large number of androgynous inflorescences of my acquaintance.

Ament: If ament meant the same as "catkin," which good usage does not allow, whatever certain glossaries may state, it is difficult to see what would be gained from this Anglicizing standpoint by the substitution.

Articulate: The term "jointed" is commonly applied to the stems of a few families of plants such as the black pepper family and the smart weed family, but the term *articulate*, as generally used in botany, has an entirely different meaning, not implying the existence of any "joint" in the true sense of the term.

When two so eminent authorities as Gray and Rusby differ so greatly from each other in the application of the above technical words, where does the accuracy come in?

I do not suppose that the older botanists will all be broad-minded enough to adopt without opposition a scheme of botanical description which would render useless the enormous mass of technical terms they have spent so much time and labor in acquiring.

The natural tendency of the mind of man is to regard the result of his own labor as especially valuable, and I suppose that the tendency of the botanist who has acquired a large vocabulary of these technical words is to regard them with an exaggerated sense of their value, and to use them with great freedom regardless of the fact that they are intelligible only to a small number of professional colleagues. But botanists can claim no right to impose so atrocious a burden of words upon the young men of to-day, can claim no such inordinate proportion of the time devoted to education as is required to comprehend these elephantine, pedantic and obscure words.

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Rusby, H. H.: Botanical Terms and English Equivalents. American Druggist, July 23, 1900.
Bryan, W.: Botanical Nomenclature. American Druggist, July 9, 1900.

Lactohorn is a substance which has been lately introduced to take the place of horn, gutta percha, ivory and celluloid for knife handles and similar things. It is made from the caseine of cow's milk and hardened by means of formaldehyde.

FLUID EXTRACT OF SQUILL.

The Best Menstruum for Its Preparation.

BY A. B. STEVENS.

Professor of Pharmacy, School of Pharmacy, University of Michigan, Ann Arbor, Mich.

WHEN fluid extract of squill is made in strict accordance with the requirements of the U. S. Pharmacopœia it separates into two layers, one a thin fluid, strongly alcoholic and of a decided bitter taste, and another lower layer, which is thick, mucilaginous, of a less bitter taste and contains but little alcohol.

By request of the writer, Dr. George B. Wallace submitted each layer, separately, to a careful pharmacological examination. He reported as the result of his examination that the upper layer was four times as active as the lower one, and that when alcohol of 95 per cent. strength was added to the lower layer, a white substance, forming the bulk of the layer, is thrown out of solution, also that it is soluble in water and pharmacologically inactive.

Doubtless the activity of the lower layer is due to the carrying down of a small quantity of the active principle by the mucilaginous substance during separation.

The Pharmacopœia of 1880 directed to use alcohol as a menstruum. The Pharmacopœia of 1890 changed the menstruum to 750 Cc. of alcohol to 250 Cc. of water.

With a view of ascertaining the best menstruum to be used, L. F. Barlow was directed to prepare fluid extracts of squill with 80, 85 and 90 per cent. of official alcohol, but in each case there occurred a separation into two layers, the lower mucilaginous layer decreasing in volume with the increase of the strength of the alcohol. The best results were obtained with full strength official alcohol.

While there seems to be some doubt as to the exact composition of the constituents of squill, it is quite certain that all of the active principles are soluble in alcohol and that the gum and sugar which form the mucilaginous part are soluble in water but insoluble in alcohol.

Chemical Laboratory,
University of Michigan.

A Myth Exploded.—E. Gain has examined the structure of the embryo of grains of wheat and barley obtained from Egyptian mummy cases, and finds that, although the grains have undergone but little change in external appearance, and the reserve substances have retained their chemical composition, the chemical composition of the embryo has been completely altered and it is no longer capable of development. The dormant life of the seed must long ago have expired; and M. Gain regards this observation as entirely disposing of the apocryphal statements that these seeds can germinate after thousands of years.—Comptes rendus and Phar. Jour.

¹ Presented at the annual meeting of the Michigan Pharmaceutical Association and contributed for publication in the AMERICAN DRUGGIST.

New Remedies.

A REVIEW OF THE REMEDIES INTRODUCED DURING THE PAST TWELVE MONTHS.

Report of the Committee of the New York State Pharmaceutical Association.

INTRODUCTORY.

TO the New York State Pharmaceutical Association is due the credit for originating the series of reports upon new remedies which have been of so much value to the pharmacists. The first report upon new remedies, which was compiled, we believe, by one of the most prominent founders of this organization, the late Prof. P. W. Bedford, was copyrighted by the association and distributed throughout the State, serving a most useful purpose by putting into a convenient form all the essential data concerning remedies of such recent introduction that descriptions of them had not as yet been included in the ordinary books of reference.

The good example set by this association at that time has been followed by other organizations to the material advantage of pharmacists everywhere. In our own organization it has become customary to annually summarize the information contained in the various foreign and domestic pharmaceutical journals concerning new remedies in a manner which will make this information available to the members for ready reference.

These reports have for the past few years been so well compiled and so carefully edited that your committee felt some hesitancy in taking up the task assigned them, and in fact one of the members originally appointed asked to be relieved from this duty, and only at a comparatively recent date the vacancy caused by his resignation was filled.

A Lack of Novelties But a Plethora of New Remedies.

In reviewing the general field of new remedies we are struck by the absence of any distinctively new tendencies. One distinct novelty has made its appearance in resalidol, a salicylic acid compound, which, unlike salol and similar compounds of salicylic acid heretofore known, is soluble in acid media and is therefore dissolved in the stomach and not in the intestines.

In the line of serums there has appeared one startling novelty during this year. Two communications upon the subject of an anti-alcoholic serum have been made to the French Academy in which the claim was set up that when an animal had been kept under the influence of alcohol for some time the serum derived from its blood has the property of imparting distaste for alcoholic liquors to persons treated with it. The world of science seems still in doubt as to whether these claims should be treated seriously. Beside the promises held out by this anti-alcoholic serum the claims of the Keeley cure fade into bashful insignificance. By a simple injection of this serum a patient may obtain all the results which follow

a prolonged and expensive devotion to the cause of Bacchus. When the Governmental laboratories for this serum are in active operation we will find the usual sentence in the police court of "ten days or ten dollars" changed to "two jabs of serum."

Germany, the source of the majority of the newer synthetic medicines, has been rather less productive of novelties during the year under review than for the corresponding period of last year. There are evidences of a revolt among the German physicians against the methods used in the exploitation of the newer synthetics by the manufacturing chemists. A series of morphine derivatives have appeared which are of much scientific interest.

A Dr. A. Koppen in the "Aerztlichen Vereinsblatt," took occasion not long ago to enter a vigorous protest against the methods pursued by pharmacists in giving medical advice to the public, etc. The author also undertook the castigation of the manufacturing pharmacists for presuming to instruct the public, both through medical and through lay publications, regarding the virtues of their preparations. That there are two sides to the question, however, is shown by Dr. Eichengrün in the "Zeitschrift für Angewandten Chemie," who repiles to this medical critic by pointing out the various mere mixtures which have been placed before the medical public by physicians. While the product of the chemical laboratory is of definite chemical composition and its mode of action is carefully and scientifically studied by expert physiologists before being placed in the hands of physicians, the latter, says Dr. Eichengrün, have not hesitated to lend themselves to a sort of medical humbuggery (Kurfuscherel) by giving distinctive names to mere mechanical mixtures. Instances of this kind are furnished in zymoidin, rhamnin, holzinol, holzin, etc., which are merely popular names for certain prescriptions. Calmin, which is recommended by Dr. Wolff as a "specific in neuroses" is a mixture of antipyrin and heroin.

A Critical Attitude Toward New Remedies.

Your committee cites the above extracts from current medical literature as an indication not only that the scientific pharmacist has troubles of his own but also as proof of a revulsion of feeling on the subject of new remedies and a marked tendency to become more critical of their admission to the materia medica.

In the United States this critical attitude is becoming constantly more marked. In the medical schools there has been an awakening on the part of the teachers of therapeutics to the necessity for the use of rational rather

than empirical methods of teaching in this branch of medicine. The later classes in the medical schools are not only instructed as to what they may use but also as to what they may not use.

In one of the leading medical schools of this State the professor of therapeutics makes it a practice to bring before his senior students from time to time all that vast mass of visiting lists, calendars, lead pencils and chromos of various kinds with which the physicians' mails are flooded. He takes these up one at a time and points out the pitfalls for the unwary practitioner which are laid by the enterprising manufacturer, so that the student may be on his guard when he engages in practice for himself against a too easy credulity regarding the value of new medicines. While two of the members of this committee were at Washington in attendance upon the Pharmacopoeial Convention, there was formed from among the Association of American Physicians and Surgeons, there in session, a new American Therapeutical Association, which will be composed of the teachers of this branch of medical science. This organization will undoubtedly exert a favorable influence in spreading better methods of teaching therapeutics.

All this is of advantage in rendering more difficult the introduction of new remedies whose only virtue lies in the skill with which they are exploited by the manufacturer.

Your committee would by no means be understood as deprecating the introduction of new remedies. The sacred duty imposed upon the physician and the pharmacist of bringing to bear all possible means for the cure of sickness and the alleviation of suffering carries with it the necessity for constant and untiring efforts to add to the resources already at our command for the combatting of disease. All that earnest scientific research can do, whether in the field of botany or of chemistry, should be done to procure material with which to lessen the ills that flesh is heir to. All should welcome, and all intelligent and broad minded pharmacists undoubtedly do welcome, every new remedy which possesses real merit and is of real aid to the physician. But we do not welcome the horde of half tried novelties destined at most to a short lived popularity which fill our shelves with half empty bottles and which are of no benefit to either the patient or to the physician.

Your committee begs leave to submit herewith the detailed list of remedies by title only for reference to the Executive Committee for publication. The list does not pretend to cover every new remedy which has been placed before the medical profession during the past year but only to give the names and a brief description of these remedies which give some promise of gaining a real foothold on medicine; though where a doubt existed as to whether or not a remedy deserved mention the remedy was given the benefit of the doubt.

Respectfully submitted,

Willis G. Gregory.

Garrett V. Dillenbach.

Caswell A. Mayo.

LIST OF NEW REMEDIES.

ACETAMIDO-PHENOXYL-ACETAMID.—See para-acetamidophenoxyacetamid.
ACETAMIDO-PHENOXYL-ACETAMID-CHLORAL.—See the para-compound

ACETOPHENONE-ORTHO-OXYCHINOLIN.—Hypnotic and antineuralgic.

ACET-ORTHOAMIDO-CHINOLIN.—An antipyretic.

ACET-ORTHOTOLUID.—Orthotolylacetamid. An antipyretic. Dose, 1½ to 4½ grains.

ACET-PARA-TOLUID.—Paratolylacetamid. An antipyretic. Dose, 15 to 30 grains.

ACETYL-ETHYL-PHENYLHYDRAZIN.—An antiseptic.

ACETYL-L-LEUCO-ETHYLENE-BLUE.—White, hard crystals, with a melting point of 181° C.

ACID, CACODYLIC.—Recommended in the form of sodium and calcium salts (which see) for tuberculosis.

ACID, VANADINIC.—Recommended for chlorosis, tuberculosis, etc., in very minute doses.

ADHÆSOL.—A varnish-like liquid dressing, consisting of an ethereal solution of benzoin, copal and tolu, with an addition of naphthol.

ÆTHOL.—Acetyl alcohol; used as a vehicle for dermatologic remedies.

AFRAL.—A disinfectant against mold, etc.

AGHARA.—Gaskaral. Astringent and diuretic. As a five per cent. infusion. Dose of infusion, 1 to 2 fluid ounces.

AGONIADIN.—Glucoside from the bark of *Plumeria succubra*. For intermittent fevers.

AIROGEN.—alrol, bismuth iodide. Antiseptic.

AJACOL.—Guaethol, tannatol, methocol, or antiontalin. Mono-ethyl ester of pyrocatechin. Dose, 1½ to 4 grains.

ALAPURIN.—Purified wolfat.

ALCARNOSE.—A German proprietary food-stuff, made from maltose and albumoses.

ALEPTONE, P.—Colloidal form of iron pepsomanganate.

ALEPTONE, S.—Colloidal form of iron manganosaccharate.

ALDUNEA.—Analgesic.

ALGINOIDS.—Salts of alginic acid.

ALKASAL.—Alumino-potassic salicylate. Astringent and antiseptic.

ALUMINUM CASEINATE.—Milk freed from albumin by heating is sterilized and solution of aluminum subacetate added, the product washed with alcohol and freed from fat by extraction with ether. Intestinal astringent. Dose, 3 to 5 grains.

ALUMINUM BOROFORMATE.—Made by dissolving aluminum borate in formic acid. Antiseptic, astringent.

ALUMINUM FLUORIDE.—Colorless crystals. Antiseptic, antifermentative in intestinal fermentation. Dose, a tablespoonful of a 0.5 per cent. solution.

AMIDO-SULPHONAL.—Amidoacetone-ethyl-disulphonate. Sedative.

AMIDO-CINNAMIC ETHYL ESTER.—Methyl-amido-cinnamate. Local anesthetic.

AMINOFORM.—Hexamethylene-tetramin, which has been known also by the names formin and urotropin.

AMMONIUM SILICO-FLUORIDE.—Recommended as an antiseptic and reconstructive in tuberculosis.

ANABSINTHIN.—A white substance obtained from *Artemisia absinthium*.

ANÆMIN.—Liebe's iron pepto-saccharate.

ANTIMELIN.—Dioetin, a glucoside obtained from *Syzygium Jambolanum* and recommended for the treatment of diabetes.

ANYTIN.—Thirty per cent. solution of ichthylsulphonic acid.

ANYTOLES.—Compounds of anytin with various remedies, such as camphor, gualacol, iodine, cresols, etc., generally in 10 or 15 per cent. solution.

AQUA CALCINATA EFFERVESCENS.—Carbonated water containing calcium carbonate and calcium salicylate in solution. Used in catarrhal diarrhoea.

AQUA FLUOROFORMI.—Aqueous solution containing 2.8 per cent. fluoroform. In tuberculosis. Dose, one dessertspoonful four or five times a day.

ARSYCODILE.—A preparation made from cacodylic acid and used to replace arsenic.

ASPIDIUM SPINULOSUM.—Anthelmintic drug. Dose of the extract, 45 to 60 grains.

ATRABILIN.—A light yellow liquid prepared from the suprarenal capsules and recommended for topical use in the treatment of keratitis, iritis and trachoma. Used in 20 to 50 per cent. dilution.

AYAPANA.—The herb of *Eupatorium triplinervis* (E. ayapana) Vail. Tonic and stomachic.

BASICIN.—A soluble mixture or compound of quinine and caffeine, which has been recommended for the treatment of migraine. Dose, 1½ to 3 grains.

BENZOYL PEROXIDE.—Bactericide and disinfectant.

BETAIN HYDROCHLORIDE.—Recommended for the treatment of tetanus.

BISOL.—Soluble bismuth phosphate.

BETULIN.—Antiseptic derived from the outer bark of the birch tree.

BIOB.—A proprietary nutritive preparation.

BISMUTHAN.—Bismuth tannate. Recom-

mended for the treatment of intestinal disorders.

BISMUTOL.—A mixture of soluble bismuth phosphate (bisol) with sodium salicylate. Antiseptic.

BISMUTH OXY-AROMATE.—Yellow powder. Antidyspeptic. Dose, 8 to 6 grains three or four times a day.

BISMUTH SULPHO-PHENYLATE.—Reddish powder. Antidyspeptic. Dose, 8 to 5 grains.

BROMATED PHTALAMID.—Used in treatment of cutaneous diseases.

CÆRUTEUM TOLUIDINATE.—A double sale of dimethyl-toluthionin with zinc and tin. A black powder used as a substitute for methylene blue in ophthalmology.

CAFERANA.—Root of *Tachia gulanensis*. For intermittent fevers. Used in 20 per cent. tincture, alcoholic extract or aqueous infusion.

CALCIUM EOSOLATE.—A grayish powder of a pungent, ethereal odor, and with a leathery taste. Soluble in from 8 to 10 parts of cold and in 7 parts of hot water, only slightly soluble in alcohol, and insoluble in chloroform and oil of turpentine. Readily soluble in hydrochloric and citric acids.

CALCIUM PEROXIDE.—Also known as "Gorit." A dark yellow powder, insoluble in water. For dyspepsia in children. Dose for children, 2 to 9 grains.

CALIANDRA GRANDIFLORA.—Antipruritic.

CALMIN.—Mixture or compound of antipyrin and heroin, recommended for whooping-cough, asthma, etc. Dose, three-fourths of a grain to 7 grains.

CARBOFORMAL BRIQUETTES.—Each contains a definite quantity of paraformaldehyde, surrounded by charcoal and pressed into the shape of a small brick. On igniting the charcoal, formaldehyde vapors are given off. Disinfectant.

CARNOSE.—A malt-yeast preparation.

CASBON.—See plasmon.

CASSARIPE.—Juice of the cassava, which is said to be antiseptic and which has been recommended for use in ophthalmologic practice.

CAY-DA.—Extract of the bark of *Brugiera gymnorhiza*.

CEARIN.—A salve base composed of 4 parts of liquid petrolatum and 1 part of carnauba wax.

CHINORAL.—Quinorol. An antiperiodic said to contain caselin, chloral and quinine.

CHIOLIN.—An antiseptic for dermatologic use.

CHIELIN.—There are two preparations of the same name. One consists of an extract of tulip bulbs with an addition of 2 per cent. of starch, which is recommended for skin diseases of all sorts. The other, "Chieilin Medicinal I," is composed of a mixture of castile soap, glycerin, talc, zinc white, tincture of benzoal, water, byrolin (?) and tulip extract.

CHLOSONIN.—A compound of hydroxylamine and chloral. Hypnotic.

CHLORETONE.—Acetone-chloroform; tertiary tri-chlorbutyl alcohol. Hypnotic and anesthetic.

CHLOROIDLIPOL.—Disinfectant and antiseptic.

CHRYSOLEIN.—A sodium fluoride compound which is proposed for use in the preservation of foodstuffs.

CINNAMYL-META-CRESOL.—See Tretocresol. Used in the treatment of tuberculosis.

COLLARGOL.—Colloidal silver. Antiseptic.

CONVOLVULUS ALTHÆOIDES.—Contains a purgative resin.

CORBAOL.—Sphagnol. Distillation product of turf. Used externally in scabica, eczema, etc., in a 10 per cent. soap.

CORIAMYTHRIN.—A glucoside. Heart stimulant; poisonous.

COSAPRIN.—Acetyl compound of sodium sulphantate. Antipyretic; succedaneum for acetanilid.

CRESEGOL.—Mercur-potassic-nitro-para-cresol sulphate. Disinfectant.

CRURIN.—Quinolinn-bismuth rhodanate. Substitute for iodoform in the treatment of indolent ulcers.

CUPROL.—Nuclein compound containing 6 per cent. of copper.

DENTOTA.—A dental preparation containing cocaine, potassium bromide and glycerin.

DIACETYL-PARA-ETHYL-AMIDO-PHENOL.—Mono-ethyl-acetyl-para-amido-phenol. Analgesic and narcotic.

DIYMIUM SALICYLATE.—An antiseptic.

DITHAN.—Trional. A hypnotic.

DIOCATIN.—See antimeitin.

DIOITAL.—Gualacol carbonate.

DURALI.—Bark of *strychnos Guyanensis*.

DURIN.—A proprietary plaster.

ECTHOL.—An antiseptic prepared from echinacea and Thuga.

EGOLS.—Ortho-nitro-phenol-para-sulphonic salts of mercury. Antiseptic.

(To be continued.)

Gathered Formulas.

(Continued from page 104.)

Dental Preparations.

TOOTHACHE GUM.

Paraffine wax.....	grains 94
Burgundy pitch.....	grains 800
Oil cloves.....	minims 80
Cresote.....	minims 30

Melt the first two ingredients, and when nearly cool add the rest, stirring well. The gum may be sent out in the form of small pills, cones or cylinders, wrapped in tin foil.

TOOTHACHE JELLY.

Gelatin suppository basis....	oz. ¼
Gualacol.....	drops 40
Eucaine hydrochloride.....	grains 10

Melt the suppository mass on a water bath, add the other ingredients, stir until thoroughly mixed, and transfer to glass ointment jars of suitable size, or small homeo vials.

TOOTHACHE WAX.

Paraffine wax.....	oz. 4
Petrolatum.....	oz. 1½
Oil cloves.....	drachms 1½
Cresote.....	drachms 2

To the melted wax and petrolatum add the oil of cloves and the cresote, stir till cold and then cut the mass into pieces of the desired form.

TOOTHACHE CAMPHOR.

Cocaine muriate.....	grains 1½
Camphor.....	grains 60
Chloral hydrate.....	grains 66

Liquefy the camphor and chloral by trituration in a mortar and add the cocaine.

TOOTHACHE COTTON.

	Parts.
Spermaceti.....	2
Carbolic acid, crystals.....	1
Chloral hydrate, crystals.....	2
Cotton, absorbent.....	q. s.

Melt the spermaceti and add the carbolic acid crystals, followed by the chloral hydrate; stir until complete solution is effected, and while the liquid is still warm immerse thin layers of absorbent cotton and when sufficiently saturated remove them and allow to dry. Small pieces can be snipped off and packed in suitable containers for sale. The cotton is used by cutting off a piece of sufficient size and gently warming it, when it is ready to be inserted into the cavity.

TOOTHACHE ROSIN.

	Parts.
Stearin.....	3
Gum kauri.....	4
Talcum.....	7

Melt the gum kauri and incorporate the stearin and talcum.

TOOTH CEMENTS.

The filling in most general use for ordinary plugging is composed of 5 parts of zinc oxide; silica, 2 parts; borax, 1 part, moistened with a solution of 1 part of zinc chloride in 3-4 part of water. Where it is to be used as a capping or temporary filling over freshly exposed pulps, the fluid should consist of a solution of 1 part of zinc chloride in 1 to 2 parts of water. The cavity having been cleaned, cresote should be applied to the exposed pulp, and the filling introduced in a semi-fluid state and protected by a rubber dam from the fluids of the mouth until properly hardened (half an hour usually

sufficing). It is advisable to allow several days to intervene for the more thorough solidification of the cap prior to the removal of the excess of material and final insertion of the metal stoping.

PHOSPHATE CEMENT.

Concentrate pure phosphoric acid till semi-solid, and mix aluminum phosphate with it by heating. For use, mix with zinc oxide to the consistency of putty. The cement is said to set in two minutes.

DENTISTS' ZINC

consists of pure zinc filings combined with twice their weight of mercury, a gentle heat being employed to render the union more complete. It is best applied as soon as made. Its color is gray, and it is said to be effective and durable.

SOREL'S CEMENT.

Mix zinc oxide with half its bulk of fine sand, aqueous solution of zinc chloride of 1.260 specific gravity, and rub the whole thoroughly together in a mortar. The mixture must be applied at once, as it hardens very quickly.

ZINC CEMENT.

Solution of chloride of zinc mixed with a sufficient quantity of zinc oxide to form a paste is much employed by dentists to fill cavities in teeth. It hardens quickly, and renders good service.

METALLIC CEMENT.

Evans, an eminent American dentist resident in Paris, states that pure tin, with a small proportion of cadmium and sufficient mercury, forms the most lasting, and, for all practical purposes, the least objectionable amalgam. Melt 2 parts of tin with 1 of cadmium, run it into ingots and reduce it to filings. Form these into a fluid amalgam with mercury, and squeeze out the excess of the latter through leather. Work up the solid residue in the hand, and press it into the tooth. Or melt some beeswax in a pipkin over the fire, throw in 5 parts of cadmium, and when melted add 7 or 8 parts of tin in small pieces. Pour the melted metals into an iron or wooden box, and shake them until cold, so as to obtain the alloy in a powder. This is mixed with $2\frac{1}{2}$ to 3 times its weight of mercury in the palm of the hand, and used as above described.

Relative Solubility of Liquids Not Miscible with Water.

W. Herz has determined the solubilities of certain fluids which are practically insoluble in water, as well as the amount of water such liquids will take up when left in contact together. The figures give the volumes or fractions of volumes which will dissolve in 100 volumes of the solvent, at a temperature of 22 degrees C. (76 degrees F.):

Chloroform in water.....	0.420
Water in chloroform.....	0.152
Carbon sulphide in water.....	0.174
Water in carbon sulphide.....	0.961
Ligroin in water.....	0.341
Water in ligroin.....	0.335
Ether in water.....	8.110
Water in ether.....	2.930
Benzol in water.....	0.082
Water in benzol.....	0.211
Amylic alcohol in water.....	3.284
Water in amylic alcohol.....	2.214
Anilin in water.....	3.481
Water in anilin.....	5.220

— "Journal Soc. Chem. Ind."

THE NEW GERMAN PHARMACOPOEIA.

THE fourth edition of the German Pharmacopoeia, the text of which was officially approved on June 30, has just been published, and will go into effect on January 1, 1901.

The first edition of the German Pharmacopoeia was published on June 1, 1872, and became the official standard on November 1. The second edition, the text of which, like that of the first, was in Latin, was published on January 1, 1883, and went into effect on July 8 of that year. A radical departure was made in the third revision, Latin being dropped and German being used in the text of the work which appeared in 1890, and went into force at the beginning of 1891, under the thoroughly Teutonic title of "Arzneibuch für das Deutsche Reich." In 1895 a supplement to the "Arzneibuch" appeared, and the volume just issued from the press will at the beginning of the next year supplant this supplement and the work of 1891 as the official authority. The new volume contains some 628 titles, of which twenty-six are of new drugs or preparations, while ten titles which were official in the third edition have been dropped in this one.

The official titles of the new articles introduced are as follows: Adeps Lanæ anhydricus, Adeps Lanæ cum Aqua, Æther pro narcosi, Alcohol absolutus, Arecolinum hydrobromicum, Barytum chloratum, Bismutum subgallicum, Bromoformicum, coffeino-natrium salicylicum, Cautschuc, Gelatina alba, Hydrargyrum salicylicum, Hydrastinum hydrochloricum, Mel, Methylsulfonyl, Oleum camphoratum forte, Oleum chloroformi, Oleum Santali, Pilulæ Ferri carbonici Blandii, Pyrazolonum phenyl-dimethylcum salicylicum, Semen Erucæ, Serum antidiphthericum, Tela depurata, Tuberculinum Kochi, Unguentum Adipis Lanæ, and Vinum chinæ.

The following which were official in the third edition have been dropped: Auro-Natrium chloratum, Coffeinum natrio-benzolicum, Kalium aceticum, Keratinum, Liquor Ferri subacetici, Massa Pilulæ Ferri carbonici, Thallinum sulfuricum, Tinctura Ferri acetici æthereæ, and Tinctura Moschi. The article on "tablæ" and "trochisci" have been supplemented by an article on the subject of pastilles.

The volume has been further enlarged by a list of synonyms and the atomic weights of those elements dealt with in the text of the work.

Wherever it is possible to do so without creating confusion as to the precise meaning, purely German words have been substituted for those of Latin or foreign origin. The official titles, however, are still given in Latin, and are followed by a German synonym. Additional synonyms are given in the alphabetical index to the volume, but not in the body of the text. These additional synonyms include only the popular names which are in general use for the official drugs.

Directions for the preparation of official articles are given only where it is feasible for the pharmacist himself to make the preparation, or where the character of the products depends upon following a particular process.

The fact that vegetable drugs now

generally reach the pharmacist either cut or in powdered form has evidently been recognized by the Revision Committee, for the anatomical characteristics of the vegetable drugs are described with much greater attention to detail than in the earlier editions.

In the botanical nomenclature the names of authors have been dropped wherever that could be done without incurring any danger of a misunderstanding; but where confusion might arise from the omission of the name of the author, it has been retained.

Wherever the present condition of our knowledge of the active constituents permits methods of chemical assay for the more powerful drugs and for the narcotic extracts and tinctures have been introduced.

Following the precedent of the earlier editions of the German Pharmacopoeia, the formulas of the chemical compounds are omitted.

The recognition of articles protected by patents is avoided as much as possible, and in lieu of the copyrighted names of such drugs scientific titles are given.

No tables of solubilities are given for the reason that the solubilities of the various chemicals in water, in alcohol and in ether are given in the text of the work.

The precedent set in the third edition of the work in giving preference to volumetric methods of analysis is followed in the present edition.

Definite directions are given for the determination of the melting point of chemicals and of fats. For chemicals a narrow glass tube, not more than 1 millimeter in diameter and open at one end, is used. Into this tube a sufficient quantity of the substance under examination, in fine powder, is introduced to cover the bottom of the tube, or, at most, 3 millimeters deep. The substance must first be dried for 24 hours over sulphuric acid or some similar desiccating agent. A suitable thermometer is then attached to the tube, and the two plunged into a test tube about 30 millimeters in width containing sulphuric acid. Heat is then applied gradually, stirring the acid constantly with the tube and thermometer. The temperature at which the opaque substance becomes transparent, running together to form transparent drops, is taken as the melting point.

In ascertaining the melting point of a fat or fatty substance a thin-walled tube is used with a diameter of not more than 1 millimeter and open at both ends. Into this sufficient of the clear molten fat is drawn up to fill the tube to the height of about 1 centimeter. The tube is chilled for 24 hours at a temperature of about 10 degrees C., in order to completely congeal the fat. The tube is then attached to a suitable thermometer, and the two placed in a test tube about 30 millimeters wide containing water. Heat is then applied gradually, the water in the test tube being stirred constantly. The temperature at which the fat becomes transparent and rises in the tube (from the upward pressure of the water) is taken as the melting point.

The list of reagents contained in the third edition has been thoroughly revised and much enlarged. In the new work a list is given of various liquids and solutions which are utilized for the identification and testing of drugs, etc.

Solids which are also used for the above purposes are only incorporated in the list of reagents when they do not appear in the text of the Pharmacopœia. No separate list of the volumetric test solutions is given because these find use in qualitative as well as in quantitative work, and consequently are merely regarded as reagents, with which they are classed.

The directions as to the preservation of official drugs and preparations, their protection from the light, etc. (Tables B and C), are along substantially the same lines as were followed in the third edition. The self-interest of the pharmacist will prompt him to take all the precautions as to light, heat, dampness, etc., which may be necessary to

keep his stock in such a condition that it will upon inspection meet the requirements of the Pharmacopœia.

A table of atomic weights has been introduced, that used being the one prepared by the commission appointed by the German Chemical Society, and published in the "Berichte" for 1898, 2761.

A change has been made in the definition of a water bath, which now means a bath at the boiling point, while an open steam bath may be used when a water bath is directed.

Directions are given for the sterilization of various surgical dressings, and in the absence of specifications the pharmacist is instructed to resort to the use of heat, due regard being paid to the character of the material.

[Written for the *American Druggist*.]

Profitable Window Displays.

AN INEXPENSIVE MEANS OF ADVERTISING THE DRUGGIST'S OWN PREPARATIONS.

Artistically Arranged Window Displays as Trade Winners.

BY J. T. PEPPER,
Woodstock, Ont.

THE druggist's show window, if properly utilized, can be made the most effective and, at the same time, the least expensive means of advertising his own preparations. The more of his preparations he displays in this way the more he will sell, and the better he displays them the more quickly will he sell them. The window is the place for these displays. It is where the druggist can show his preparation to people that he never sees come into his drug store. It is where he can quietly and unpretentiously invite them to come in and inquire concerning the merits of the preparations of his own manufacture. It is the dial-plate which indicates the running condition of the drug store mechanism behind it.

The Window a Trade Winner.

Many sales and much profit can be added to any business by looking well after the window displays. The window is the most prominent part of the store, and if properly and attractively dressed with the druggist's own preparations will assist him handsomely in his business endeavor to increase his profits.

The following descriptions of window displays of my own preparations are a few that I have made, and that have materially helped me to increase the number of my customers and the amount of my profits:

A Display of Pills.

In the first place, if you have a quantity of Pili Carthartici Co., or Pili Blaud on hand, put them in a large glass jar and place in the center of the window. Then take a few boxes of all the different makes of pills that you have in stock and dispose of them in little piles in the window. Place a card with each little pile or kind of piles, having on it the name and price of the pills—e.g., "Blank's Pills, 25 cents." If you have a pill or pills of your own put them well to the front and make them show up much more prominently than the others. Put in more of them than you

do of the other kinds. Place them so that they must be seen by the people passing your window. Hang a sign:

"MANY PILLS OF
MANY KINDS."

A Novel Corn Cure Display.

Cover the floor of the window with shelled corn. In a board nearly as long as the window bore holes and insert full sized ears of corn, and cover the board placed on the bottom of the window at its back with shelled corn also. The corn may be obtained from a seed store or a flour and feed store. In some places the druggist is a seedsman also and will probably have on hand a stock of corn. Display as liberal a quantity as you can of your own Corn Cure, making the arrangement as attractive as possible. Hang out this following bulletin:

BLANK'S
CORN CURE
CURES THE TOE CORN
EVERY TIME.
Price 25c.

A Barrel of Cough Medicine.

Take an empty sugar barrel with the head out and place it in the window on its side, with the open end toward the street. Arrange your Cough Cure mixed with straw in front of the barrel, so as to look as if the barrel were carelessly upset in the window. Arrange other bottles of the Cough Cure in an upright position in the other parts of the window. Suspend a cord near the barrel with the words:

The Barrel of Plenty

instead of the Horn.

Plenty of Cough Cure,

25c. for a large bottle.

To Sell Emulsion of Cod Liver Oil.

Some druggists have a platform of steps or shelves for the windows. If you have not got one of these useful display arrangements you may make temporary shelves by using boxes and boards and covering them with paper. Arrange them so that the shelf next the glass is about six or eight inches high, and so on, rising in tiers until you get the highest one at the back of the window. On these shelves or steps arrange bottles of Emulsion of Cod Liver Oil. Put in a liberal supply and make your display look as massive and large as possible. Hang a sign reading:

Our Emulsion of Cod

Liver Oil makes fat

while you sleep.

Two sizes, 50c. and \$1.00.

An Effective Sarsaparilla Window.

Make as large a display of your own Sarsaparilla as you possibly can. Some druggists like to make their displays on the level floor of the window, but for the druggist's own preparation I prefer to display them on shelves of a pyramidal form. Hang up a large sheet of white paper on which is printed with rubber letters the following advertisement:

GOOD HEALTH.

Every bottle you take of

Blank's Sarsaparilla means

better health. It makes bet-

ter blood—purser blood—

richer blood. It will create

and maintain good health.

It builds up the system,

tones up the nerves, and

strengthens the muscles.

Price \$1.00 per bottle.

At the front of the window place in a row in separate piles some of the different ingredients which enter into the composition of your sarsaparilla, cascara sagrada bark, sarsaparilla root, red clover tops, etc. Label each drug properly in plain letters. Behind this display a sign as follows:

Some of the drugs that enter into Blank's Sarsaparilla.

Near one side of the window place a large percolator in operation. This can be easily done by taking the cover of a packing case and cutting a round hole in one end of the case for the percolator to rest in. Put a card on the percolator reading:

This is the large percolator by means of which the medicinal virtues of the drugs are extracted for Blank's Sarsaparilla.

At the other side of the window display the large pan in which you mix the drugs, and attach a card to it reading as follows:

The large pan in which the drugs are mixed.

At the other end of the window, and directly behind the display of crude drugs, make as large an exhibit of the sarsaparilla as possible, all ready put up for sale with card stating the price.

How to Display Tooth Power.

This need not be a large display. It is not necessary to try and fill your window with a display of this kind. If

A Step Ladder Idea.

Put your step ladder in the window and arrange your Cough Cure in rows on the steps, and also on the floor of the window. The step ladder can be used to display other preparations as well.

The card for this display should read:

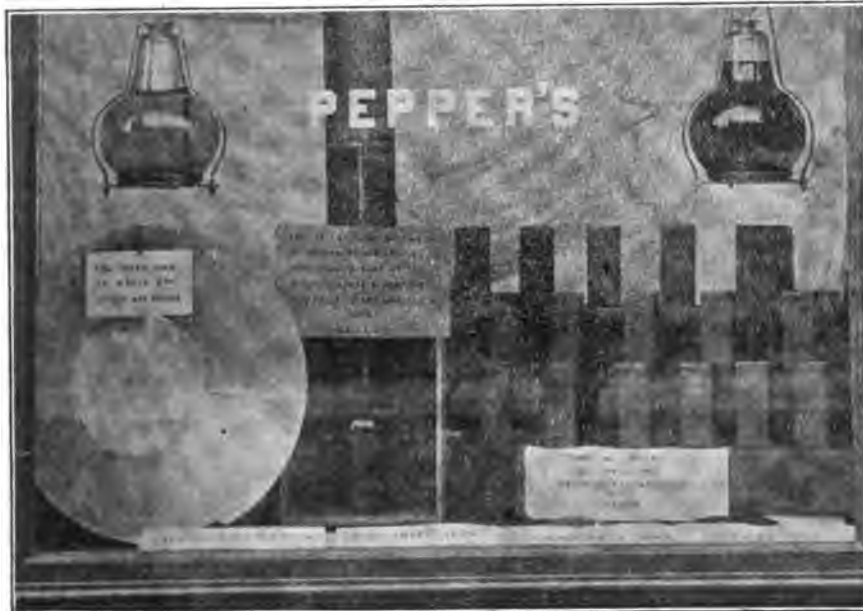
```

: : : : :
: BLANK'S :
: : : : :
: COUGH CURE :
: : : : :
: HAS REACHED THE :
: : : : :
: TOP OF THE LADDER. :
: : : : :
: Price, 25 cents a bottle. :
: : : : :

```

Official Abbreviations of Metric Units.

The following abbreviations of metric units have been decided upon by the



A Sarsaparilla Window Display.

you have not got a tasty little table, borrow one from your nearest furniture dealer, and put it in the window a little to one side of the center, and on it put a few bottles or boxes of your tooth powder, and also put on a few bottles of your liquid preparation for the teeth, and a few good tooth brushes. On a box covered with white paper, or a platform of steps, make as large a display as you can of your tooth preparations. Hang in the window a bulletin reading as follows:

```

: : : : :
: BLANK'S :
: : : : :
: TOOTH POWDER :
: : : : :
: PRESERVES THE TEETH, :
: : : : :
: SWEETENS THE BREATH, :
: : : : :
: HARDENS THE GUMS. :
: : : : :
: PRICE, 25 cents. :
: : : : :

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International Committee of Weights and Measures: Length: Kilometer, km.; meter, m.; decimeter, dm.; centimeter, cm.; millimeter, mm.; micron, μ . Surface: Square kilometer, km.²; hectare, ha.; are, a.; square meter, m.²; square decimeter, dm.²; square centimeter, cm.²; square millimeter, mm.². Volume: Cubic meter, m.³; stere, s.; cubic decimeter, dm.³; cubic centimeter, cm.³; cubic millimeter, mm.³. Capacity: Hectoliter, hl.; decaliter, dal.; liter, l.; deciliter, dl.; centiliter, cl.; milliliter, ml.; microliter, λ . Weight: Tonne, t.; quintal metrique, q.; kilogramme, kg.; gramme, g.; decigramme, dg.; centigramme, cg.; milligramme, mg.; microgramme, γ .

Pamphlets, Etc., Received.

Proceedings of the thirtieth annual meeting of the New Jersey Pharmaceutical Association, held in Asbury Park, N. J., May 23 and 24, 1900.

Eighteenth annual report of the Proprietary Association of America. Record of Proceedings: Meeting held at Niagara Falls, October, 1899, and annual meeting held at New York, May, 1900.

THE KOBERT ANTIDOTE FOR PRUSSIC ACID POISONING.

THE annual report of E. Merck, Darmstadt, published this year, contains the following very complete account of the method of antidoting prussic acid poisoning by means of hydrogen dioxide:

Professor Kobert has for years advocated the use of so-called antidote cases, insisting that it was only by great promptitude that antidotes could be employed with success. This applies probably more forcibly to poisoning by prussic acid and the cyanides than to any other form of intoxication.

Our present pharmacological knowledge opens four roads for dealing with cyanic poisoning.

1. One may dispense entirely with the use of a direct antidote and resort to artificial respiration, evacuation of the stomach, the use of stimulants and symptomatic treatment of the convulsions. This mode of treatment has proved successful in light cases, but in grave cases it fails almost invariably.

2. A second method consists in the use of cobaltic nitrate.

The injection of large doses of this salt may cause a diminution, or even disappearance, of the symptoms of cyanic poisoning, although we cannot as yet explain this fact chemically. Following the views of Schmiedeberg, Prof. Anderson Stuart, Principal of the University of Sydney, has shown years ago that cobalt, even in the form of its most indifferent salts, possesses when once absorbed a degree of virulence which scarcely lags behind that of arsenic as regards its lethal dose for cats, dogs and rabbits. Its toxic properties are most probably accentuated if, instead of an indifferent salt, a compound of the nitrate is injected subcutaneously. The fact that in the experiments made hitherto on the treatment of animals poisoned by prussic acid the animals were apparently saved by the use of cobaltic nitrate may be due to the circumstance that the latter, though capable of rapidly suppressing the symptoms of cyanic poisoning, develops its own poisonous effects but slowly and may cause the death of the animal in the course of the second week. Experiments made in this direction cannot be regarded as sufficient to justify the use of cobaltic nitrate in the treatment of the human subject.

The third mode of treatment is based upon the conversion of the hydrocyanic acid into a haloid compound. This method was first essayed by Professor Kobert and his follower Goldfarb, and the results have shown that it does indeed slightly diminish the poisonous action of prussic acid, but is incompetent to completely counteract it. Professor Kobert established no essential difference in the antidotal use of free iodine or free bromine, whereas Falck and his followers when comparing cyanide of bromine with cyanide of iodine found the former to be innocuous. The human subject should in this case be treated antidotally by the subcutaneous injection of solutions of iodized iodide of sodium and bromized bromide of sodium. Large doses of prussic acid, however, are not likely to be rendered innocuous by this mode of treatment. Professor Kobert has therefore relinquished it in favor of the following method:

The fourth antidotal method involves

the principle of the conversion of prussic acid within the system into oxamide by means of hydrogen dioxide in accordance with the formula $2\text{CNH} + \text{H}_2\text{O}_2 = \text{C}_2\text{O}_4 + \text{N}_2 + \text{H}_2$.

The originators of this method are Professor Kobert and his pupil, Krohl¹. The work done upon animals by these experimenters justifies careful tests upon the human subject. Naturally, hydrogen dioxide is in itself by no means innocuous when introduced into the normal system hypodermically or even merely into the stomach, and in contact with living tissue, and in particular with blood, it splits up, in accordance with the formula $2\text{H}_2\text{O}_2 = 2\text{H}_2\text{O} + \text{O}_2$, into water and inactive, hence innocuous, oxygen. But owing to the fact that the quantity of oxygen formed by this rapid process is such that the hæmoglobin of the red corpuscles is incompetent to absorb it chemically, causing it thus to circulate in the vascular system in the form of gas bubbles, the introduction of peroxide of hydrogen may give rise to air embolus as well as grave mechanical disturbances in the circulation. Happily this risk is minimized in the case of persons poisoned by prussic acid, for as long as the blood contains CNH the chemical exchange does not take place in accordance with the last named formula, but follows that preceding it. The oxamide forming in this process has, indeed, been shown by Professor Kobert to be to a certain extent poisonous, but the doses in which it is given are such that it may, at the worst, cause concretion of the urinary passages, which can, however, easily be removed by copious draughts. As a matter of fact, Kobert's method has already for years been used successfully in English mining establishments and works for extraction of ores operating largely with cyanide of potassium, and it is now also generally used in the South African mining districts². In order to extend the general applicability of the method I [E. Merck] have recently devised, in conjunction with Professor Kobert, an antidotal case adapted for the use of gilding establishments, chemical laboratories, photographic works, as well as mining establishments and works for extraction of ores operating with prussic acid or potassium cyanide. The apparatus is primarily intended for doctors, but in case of need it can also be of service to non-professional persons, especially in mines where no doctors are available. I have for this purpose gone to considerable trouble in preparing a generally satisfactory rich and permanent and yet highly concentrated peroxide of hydrogen.

The antidote-box consists of a tin containing:

1. A glass flask A filled with 3 per cent. peroxide of hydrogen.
2. A glass flask B filled with 30 per cent. peroxide of hydrogen.
3. A glass syringe.
4. An œsophageal probang with funnel.
5. A conical test-glass.
6. A small file.
7. A small pair of forceps.

Each set is provided with explanatory

notes and directions for using the antidote.

Symptoms of the Poisoning.

Poisoning by potassium cyanide may arise from the internal incorporation of the poison, *i. e.*, during the process of eating or drinking, or from the inhalation of vapors of free prussic acid evolved from uncovered solutions of potassium cyanide under the decomposing action of atmospheric carbonic acid, especially in badly ventilated and warm rooms. Cases of poisoning arising from either source may be treated with hydrogen dioxide; but, whereas in those cases where the intoxication is due to the introduction of the poison into the stomach it is necessary to subject the stomach to separate antidotal treatment, this necessity does not arise in the case of poisoning by inhalation. The symptoms of intoxication may differ in both cases considerably, *e. g.*, they may be attended by deep unconsciousness and abolsis, and also by violent convulsions. In all cases a strong odor of prussic acid will be noticed to proceed from the patient; the respiration is invariably labored and often the pulse is weak. While preparing and applying the antidote any person present should be directed, in the absence of a physician, to artificially supplement the defective respiratory action by rhythmic pressure, with the flat hand, upon the cardiac region of the chest of the patient, who should be placed on his back. This manipulation is, besides, of the utmost importance as a means of invigorating the heart, weakened by the effects of the poison, and of increasing the efficiency of the antidote. In all cases, sufficient time will be gained by this preliminary manipulation to enable the operator to proceed calmly with the actual antidotal treatment. The latter consists of two operations, *viz.*, subcutaneous injection and infusion into the stomach.

Subcutaneous Injection.

Subcutaneous injection is resorted to in the case of poisoning due to inhalation and that due to the introduction of potassium cyanide into the stomach. The injection medium is taken from the flask marked A and used in its undiluted form, *i. e.*, as 3 per cent. peroxide of hydrogen. With the aid of the file contained in the case a brisk scratch should be made on the flask just below its point and the latter should then be broken off by means of the forceps. The conical test-glass should now be filled almost to the top with the contents of the flask and the liquid should be aspirated into the glass syringe by slowly withdrawing the glass piston as far as the uppermost mark. After removing any air bubbles which may have formed the fluid should be injected below the skin at any part of the body, the skin being suitably raised in a fold. The slight swelling produced by the injection under the skin can be removed by repeated gentle pressure and stroking with the hand. The injections should be made at intervals of three to five minutes in various parts of the arms, legs, abdomen, chest and back, continuing until respiration becomes normal and the pulse beats firmly, and until the patient ceases to present the appearance of being asphyxiated. In grave cases it is advisable to apply at first several injections at once.

Infusion Into the Stomach.

Infusion into the stomach is resorted to in those cases only where the poison has been taken internally. For this purpose the case containing the implements should be half filled with tap water, into which should be poured the 30 per cent. peroxide of hydrogen forming the contents of the flask marked B, which should be opened in the same manner as the flask A. The long India rubber probang, having previously been wetted or greased at its anterior end, should be passed through the œsophagus into the stomach. This process is greatly facilitated by the act of swallowing on the part of the patient. In the event of the patient being unconscious it is advisable to pull his tongue firmly forward by means of a cloth and pass the probang downwards along the back of the pharynx, so as to obviate the risk of making a false passage into the larynx. When the probang has reached the region of the stomach, which it should do without any force, the funnel supplied with the apparatus should be fitted into the probang and a quarter of the contents of the case should be passed through it. Should this not suffice to produce retching or vomiting the probang should once more be filled with water for the purpose of rinsing, and while it is yet full of water its upper should be placed lower than its lower end so as to form a syphon, which rapidly evacuates the stomach. This process should be repeated, by pouring in and again drawing off, until the whole of the antidote is used up, or the patient's condition becomes almost normal. The evacuation of the stomach is not absolutely necessary, since oxamide produces no perceptible effect in such small internal doses. Vomiting causes no harm; it aids, in fact, in the evacuation of the stomach. The antidote need not remain long in the stomach itself, as it combines almost instantaneously with the poison. If the vomit exhibits a highly alkaline reaction, causing red litmus paper to become distinctly blue, a tablespoonful of ordinary vinegar may be added to the antidotal mixture.

Composition of the Atmosphere.

Dr. Gustavus Hinrichs, of St. Louis, contributes to the "National Druggist" an interesting paper on "The Chemical Composition of all the Strata of the Atmosphere." The discovery, by Lord Rayleigh, of argon in the air, has, Dr. Hinrichs states, led to renewed analytical examinations of atmospheric air. Helium and krypton are now known to be present with the argon. About a month ago, Prof. Armand Gautier completed his researches, proving the constant presence of two volumes of hydrogen in every 10,000 volumes of air. Putting the amount of helium, not yet accurately determined, at half that of the hydrogen, the composition, by volume, of the air surrounding us is as follows:

Old Constituents:			
Oxygen	21.00		
Nitrogen (by difference)	78.00		99.00
Carbon dioxide		0.08	
New Constituents:			
Argon	0.94		
Helium (estimated)	0.01		
Hydrogen	0.02	0.97	1.00
Total by volume			100.00

According to Dalton, each gas forms

¹ Arbeiten des pharmakol. Inst. z. Dorpat, edited by Prof. Kobert, 1891, Vol. VII.

² cf. The Journal of the Chemical and Metallurgical Society of South Africa, 1899, March, May and August.

its own independent atmosphere. At the surface of the earth the pressure of each single gas-atmosphere is proportional to its volume; the above values of the chemical analysis, therefore, give the pressure of each gas.

According to Laplace, the pressure of each atmosphere diminishes in logarithmic proportion to its density. The formula used for such calculation is well known, being in general use for the determination of heights by the barometer. The densities in question are here given:

Carbon dioxide.....	1.529
Argon	1.377
Oxygen	1.105
Nitrogen	0.9670
Helium	0.1380
Hydrogen	0.0695

With these data of experiences, my calculations are made. The results are given in the following table, for every second myriameter in height, corresponding very closely to strata twelve miles in thickness:

Composition of the Upper Strata of the Atmosphere, in per cent. by volume.

Height. Myriame- tera.	Argon.	Oxy- gen.	Nitro- gen.	Helium.	Hydro- gen.	Hght. Miles.
0	0.94	21.00	78.00	0.01	0.02	0
2	0.4	15.9	83.4	0.1	0.2	12
4	0.0	6.9	72.7	4.7	15.7	36
6	0.1	11.5	85.6	0.8	2.0	24
8	..	1.8	27.5	14.1	56.6	48
10	..	0.0	4.0	18.6	79.4	60
12	..	..	0.5	14.8	84.7	72
14	..	..	0.0	12.9	87.1	84
16	..	..	..	11.2	88.0	96
18	..	..	..	9.6	90.4	108
20	..	..	..	8.1	91.9	120
25	..	..	..	4.3	95.7	150
30	..	..	..	3.5	96.5	180
40	..	..	..	3.2	96.8	240
50	..	..	..	0.5	99.5	300
100	..	..	..	0.0	100.0	600

In our atmosphere we must, therefore, distinguish the following five strata or separate atmospheres:

I. The lowest atmosphere, containing the aqueous vapor and clouds—the real “atmosphere”—and, also, carbonic acid gas. The height of this layer is 2 myriameters, or 12 miles.

II. The oxygen atmosphere reaches to about 5 myriameters, or 30 miles, where the amount of oxygen becomes less than 10 per cent. in volume.

III. The nitrogen here forms 86 per cent. by volume of the air, and gradually diminishes to 4 per cent. at the height of 10 myriameters, or 60 miles.

IV. The helium atmosphere here shows the largest per cent., namely 16. It gradually gives way to

V. Hydrogen, which at the height of 17 myriameters, or about 100 miles, already constitutes 90 per cent. by volume of the air, and finally is the only gas present in the upper layers of our atmosphere.

Meteorites are known to contain hydrogen and helium occluded in the iron; these gases may have been taken up while traversing the upper layers of the atmosphere.

The auroral beams are seen in those parts of our atmosphere where helium prevails, while lower forms of the aurora are indicative of the krypton in the lower strata.

These results are given as a preliminary notice of work begun more than thirty years ago; publications of 1860, 1864 and 1876 might be referred to. The work of Gautier has made it possible to bring this research to a definite conclusion.

The atmosphere of our globe consists of five well-defined strata, the outermost of which is composed of hydrogen.

Diamonds; Natural and Artificial.

One of the papers read at the recent meeting of the Missouri Pharmaceutical Association bore for its title “The Manufacture of Artificial Diamonds,” and the author, J. F. Llewellyn, of Mexico, has contrived to lighten up his subject with occasional facetiæ, which will be found very refreshing in a paper which really contains a goodly modicum of scientific information. Among other things in his introductory remarks he observes that “one of the greatest burdens that fall upon our calling is that of getting rid of the enormous profits in the drug business,” and this leads him to point to diamonds “as a ready means of getting rid of surplus funds.” As he believes that no well ordered person would think of wearing or owning diamonds unless they knew the true theory of the process of nature by which they are formed, he proceeds to enlighten us on the matter.

Are diamonds from heat or cold? he asks, and answers his own question with the statement that scientists differ as to whether the world making processes were hot and short, or cold and slow. One of the most noted knocked off 180,000,000 million years from his earlier opinions.

Are diamonds produced by extreme heat and heavy pressure or crystallized from carbonaceous matter by a slow process without heat?

Mr. William Crooks, no mean authority, believes Professor Moissan's process to be a reproduction of nature's ways, although the professor never made a diamond visible to the naked eye. Three hundred experiments yielded one-half a carat of crystals of carbon; less than two grains. Carbon volatilizes at 3,600 degrees C; under pressure of 2,300 atmospheres it should liquefy and then crystallize. That is all that is needed under this theory to crystallize carbon. Given internal heat, some carbonaceous matter as oily shale, drop in some water, and you have all the requisite conditions. Water and heat get up pressure. Volcanic action is part of the theory to heat and crystallize, and to throw out diamonds in reach of man.

Professor Crooks thinks diamonds were crystallized in the interior of earth, the pipes in which they are found being opened by some interior explosion, then an action like a mud volcano filled the pipes with the blue earth, etc. A “geological plum pudding of heterogeneous matter,” into which the modern Tom Horner has thrust his thumb and pulled out diamonds to the tune of ten millions a year in South Africa.

Professor Bonney holds similar views, but concluded that diamonds were not from shale, but were formed when shale was formed, nature being indifferent as to saturating shale with carbonaceous matter or crystallizing some of it—that is, that diamonds were formed at great depths in the earth and thrown out by volcanic action or explosion. The interior may yet have plenty of “Kohinoors” to throw around.

Professor Lewis looked the matter up coolly, although he calls kimberlite “a porphyritic volcanic peridotite of basaltic structure,” and concludes that diamonds were formed by the intrusion of igneous rock through carbonaceous

shale and the crystallization of the carbon, throughout the rock, as it cooled, from hydrocarbons distilled from the shale. The shale there is three-eighths carbon; the blue earth in which diamonds are found contains a hydrocarbon, rich in carbon, volatile and melting at 50 degrees C.

Diamonds are found isolated in Mexico, Georgia, North Carolina, Wisconsin, Oregon, California, Montana, Arizona, Michigan, Ohio, in moraines, and not associated with evidences of heat. The theory of source of American diamonds is that they were separated from the matrix and deposited in valleys near the source of the ice movement. The first ice sheet seems to have brought no diamonds, but are found only in debris of second sheet. By tracing the ice-path backwards the opinion has been reached that the starting point of the glacier was from Labrador, so we will have to go there to get a full supply.

They are found, also, in the Ural Mountains, Bohemia, New South Wales and Borneo. Before the discovery of diamonds in South Africa, India and Brazil were the sources of commercial supply; there they are found in alluvial deposits, sand, gravel and clay, or in most recent rocks.

Dr. Quirino Alajorana, by heating carbon in an electric arc, and developing by explosion a pressure of 5,000 atmospheres, obtained microscopic crystals of black carbon, hard and opaque, and concluded that the use of metal was unnecessary, as in the Moissan process.

Ressel found that all hard steel as now made contains small—that is, microscopic—black diamonds. Friedlander found that Olivine, melted and stirred with a carbon pencil, contained crystals that would scratch ruby, and made all the negative tests of Moissan, and concluded diamonds were formed by separation from fused silicates.

In the Moissan process, the most noted because he is a pharmacist, iron is saturated with carbon in an electric furnace, the mass surface cooled, the enormous pressure which follows crystallizing out the surplus carbon in the form of crystals that will scratch the ruby. Moissan's diamonds have cost 10,000 francs, \$4,000 a carat, about two thousand times the value of true diamonds.

Professor Fabricius, of Jena, is said to have found a “crystalline force” using selenium, carbon and an alternating current, 26,000 alternations, without heat, resulting in the crystallization of carbon that resembles diamonds.

A carat is three and one-sixth troy grains, 151½ carats to troy ounce. If one carat is worth fifty dollars, a two-carat diamond is worth \$200; three-carat, \$450; four-carat, \$800. The Kohinoor, when finished, weighed 112½ carats; Mogul, 279 9-16; Regent, 136 4-16; Star of the South, 124 4-16 carats, so that one pound of moth balls would yield, say, one million dollars; one gallon of coal oil ten millions, if rainy days could be used to crystallize the carbon they contain.

Diamonds have a plane of cleavage in which a light tap will split them, and are explosive from internal strain, so be careful when you make them. Do not make them too hard, as white diamonds from New South Wales are so hard they cannot be polished, and are worthless as gems.

The value of all the diamonds in the

world is about one thousand million dollars. Forty thousand persons are employed in producing them; this in addition to salesmen. Diamonds that contain a certain bluish substance, supposed to be a hydrocarbon, are phosphorescent to sunlight, ultra violet rays, electric light, calcium light and X-rays.

Graphite is found in some diamonds, Kimberly blue ground contains it. Diamonds burn in oxygen at a temperature of 650 to 900, the hardest crystals requiring the higher temperature.

Prehistoric men worked the mines of

South Africa. They left behind them old fashioned spears, battle axes, primitive tools, inscribed stones, skeletons of large stature. "There were giants in those days." The natives have no legend as to the people that worked them. They may have been Arabs. The modern discoverer of these mines is so old and poor that he needs a pension.

"Diamond is quartz that has arrived at self-consciousness," if you are an alchemist. "The problem of their formation is solvable, if not solved."

HOREHOUND COUGH DROPS.

Fluid tolu (for syrup).....	3iv
Fluid squill (for syrup).....	3i
Flid. extract of horehound.....	3i
Oil anise.....	3iss
Ammonium carbonate.....	3ss
Water	3ss

The above ingredients, excepting the ammonia and oil anise, are to be made into a mixture and taken to a candy maker with instructions to make 10 pounds of cough drops by boiling with the necessary amount of sugar. The ammonium carbonate in fine powder and the oil of anise are worked into the candy after the latter is poured out on the slab.

Multicolored Show Globe.—M. J. M. writes: "We have a long glass cylinder which we would like to fill with a number of different fluids to form strata of varying colors. We would be greatly obliged for directions as to how to make a display of this kind in a jar or show globe."

A multicolored effect of the kind referred to by our correspondent was formerly obtained by superimposing one on the other fluids of differing specific gravity, such as water, turpentine, castor oil, benzine, quicksilver and alcohol, each of the different fluids having a special color effect obtained by dissolving in them a different dye, excepting the quicksilver, of course, which reflects its native appearance. Another method which has been used successfully is as follows: For two colors water and benzine can be used, and for three colors, water, benzine and chloroform. The chloroform settles to the bottom, the water occupies the center and the benzine the top. No amount of shaking will cause them to mix. The chloroform can be colored with iodine, oil soluble chlorophyll, gallocyanine violet, induline 6 B blue or Sudan yellow G, according as the desired color may be red, green, violet, blue or yellow. The water can be colored with copper nitrate, copper hydrate, potassium bichromate, potassium chromate or any aniline or other color insoluble in chloroform or benzine. The benzine can be colored with red saunders wood, oil soluble chlorophyll, gallocyanine violet, oil soluble blue or oil soluble yellow. Almost any combination of colors can in this way be produced in the same show bottle.

Cough Mixture.—P. F.—An excellent preparation can be made by the following formula:

Fluid extract wild cherry....	f. oz. 6
Fluid extract white pine....	f. oz. 6
Fluid extract cubeba.....	f. oz. 3
Fluid extract ipecac.....	f. oz. 1
Chloroform.....	drachms 3
Morphine acetate.....	grains 24
Ammonium chloride.....	oz. 2½
Sugar.....	pounds 7
Water.....	pints 4
Syrup tolu.....	Sufficient
Acetic acid.....	Sufficient

Add the fluid extracts to the water and mix thoroughly; allow to stand one hour and filter clear, adding to the filtered liquid the ammonium chloride. Next dissolve the sugar in the liquid by cold percolation, and to this add the chloroform, shaking thoroughly until dissolved. To the syrup add the morphine acetate, which has previously been dissolved in a small amount of water and acetic acid. Finally make up the bulk to 1 gallon by the addition of syrup of tolu.

The dose of this is a teaspoonful repeated at intervals of three hours.

Queries and Answers.

We shall be glad, in this department, to respond to calls for information bearing on pharmacy or any of its allied topics, and cordially invite our friends to make use of this column.

The name and address of the inquirer must accompany the communication, not for publication, but to assure attention, as we make it a rule to pay no regard to anonymous correspondence.

Prescription for Criticism.—G. C. submits the appended prescription "for criticism," adding "Kindly inform me if it would be safe to dispense same."

R	Sodii bicarb.....	3v
	Pulv. rhel.....	3ij
	Podophyllin.....	gr. xv
	Tinct. nucis vom.....	3i
	Spt. chloroform.....	
	Tinct. capsici, each.....	3iv
	Ol. menth. pip.....	gtt. vi
	Elix. aromat.....	3ij
	Syr. simp. q. s. ad.....	3viij
	Sig.: Teaspoonful after food in water.	

We know of no reason why this prescription should not be dispensed as written, providing proper skill is exercised in the compounding of it. The dose of tincture of nux vomica (7½ minims) is quite within the safety limit, and none of the other active ingredients are ordered in excess of the average dose. The prescription is a faulty one from a pharmaceutical standpoint, since it will not be possible to obtain complete solution of the sodium bicarbonate, and the mixture of aromatic elixir and syrup is one to be condemned in a combination of the character shown. No matter how the mixture may be prepared, it will be necessary to affix a "shake" label to the bottle, since the rhubarb, sodium bicarbonate and the podophyllin will remain in suspension.

Freckle Lotion.—C. C.—Several desirable formulas for this class of toilet preparations have been given in recent issues of the AMERICAN DRUGGIST under the heading "Gathered Formulas." One of the most satisfactory combinations that we have seen used is in the form of a milky emulsion, as follows:

Hydrarg. chlorid. corrosiv.....	grains 4
Acid hydrochloric.....	drachm 1
Bitter almonds.....	drachms 4
Glycerin.....	drachms 3
Tinct. benzoin.....	minims 15
Bitter almond water.....	oz. 4

Blanch the almonds and beat into a paste with the glycerin, to which gradually add 3 ounces of the water. Place in a bottle and add the tincture of benzoin in very small proportions, con-

stantly agitating. Lastly, add the remainder of the water, in which the corrosive sublimate and the acid have been dissolved.

This is directed to be applied to the face or other parts bearing freckles with a linen dauber on retiring at night, and washed off in the morning.

Cough Drops.—W. S. W. writes: "I am endeavoring to manufacture a good cough drop (confection), and would like to get the ideas of others as to what they consider the best formula. Would you kindly print a formula."

A practical formula yielding a drop or lozenge which is vastly popular is the following by a former contributor to this journal:

Boneset (herb).....	oz. 1
Horehound (herb).....	oz. 1
Irish moss.....	oz. 1½
Po. extract licorice.....	oz. 1½
Po. charcoal.....	q. s. to color
Oil anise.....	f. oz. ½
Oil wintergreen.....	f. oz. ½
Sugar.....	lb. 20

Macerate the boneset, horehound and Irish moss in about 4 pints of water and strain, and to the strained liquid add the charcoal.

This goes to the local candy maker with the following instructions: To the decoction of herbs add sufficient water to make the necessary amount required to cook 20 pounds of sugar. Most confectioners use 7 or 8 pints of water. Put in the sugar and a heaping teaspoonful of cream of tartar. Cook it up to 330 degrees. When the candy has been poured out on the slab let him work in the extract of liquorice, and, lastly, the oils. It is then ready to be cut up. Some prefer those of Brummel's shape; others, small and round of the appearance of lemon drops. They are then ready to be rolled in icing sugar, and, if properly made, will preserve their shape well and never get sticky.

One of our prize essay contestants recently offered a formula for a cough drop suitable for sale by druggists, which he described as follows:

Correspondence.

Pharmacists and Mushrooms.

To the Editor:

Sir: Your article on Mycology in the last number of the *AMERICAN DRUGGIST* appeals very forcibly to me. I am a lover of mushrooms, but have no literature on the subject. You publish a list of books but fail to say where they can be procured.

We have a great variety of fungi here, and in abundance, but the natives eschew them as all poisonous.

J. C. Smith.

Plattsburgh, N. Y., August 24, 1900.

The Ownership of the Prescription.

To the Editor:

Sir.—Among the laymen who have occasion to read drug journals and medical literature the above subject seems an interminable bore, and should, as the writer in the *AMERICAN DRUGGIST* of August 27 suggests, be put in a final and settled form.

Thinking you might be interested in the opinion of one who is neither a physician, a druggist, a patient or a lawyer, I will take liberty of expressing such an opinion.

In the first place there are three parties to the transaction—the patient, the physician and the pharmacist. It seems to me that if there is any one of these three parties who has to buy and pay for the prescription, and whose life is perhaps jeopardized by its accuracy or its inaccuracy, that is the person to whom the prescription should belong.

The only one of the three to whom this will apply is, of course, the patient, and the prescription is his by right of purchase, and by the additional reason that it is with him a matter possibly of life or death, whereas with each of the other two parties it is a matter of money and possibly of professional reputation at the most.

What a man buys and pays for ought to be his.

Druggists should be allowed to make a copy of every prescription filled, and return the original to the patient, who needs protection as much and probably more than the druggist or the doctor.

This would make a little more trouble for the druggist, but his charge is usually enough to cover a little writing, or the doctor should be obliged to write prescriptions in duplicate or triplicate, using manifolded paper for the purpose, and then all hands could be provided with the prescription and the never ending discussion silenced.

OUTSIDER.

CINCINNATI, O., August 29, 1900.

The A. Ph. A. Model Pharmacy Law.

To the Editor:

Sir: I have carefully read the "General Form of Pharmacy Law, etc.," as adopted and approved by the American Pharmaceutical Association at Richmond, Va., May, 1900.

The "explanation" that precedes the draft of the proposed law in the pamphlet is very lucid and is logically exhaustive.

The "principles" stated on page 4 will, or ought to, convince any candid reader interested and competent to judge of the merits of the law, of its entire reasonableness and adaptation to the purposes in view, in that they will suggest the "old law," the "evils" and the "remedies" proposed. Without having before me the various statutes of the different States now in force, but realizing that local prejudices, State policies and the various habits of thought of the people of the separate States were all to be considered by the author of the proposed law, I am sure he is to be congratulated on framing a form that would seem to be fitted for adoption in any one of the whole number in our Union. It appears to be just in its intendments, clear and precise in its definitions, fair to the profession and the public, and, as a whole, would seem well designed to promote the common weal. The author is certainly to be congratulated on the measure of practical legal ability displayed and the statesmanlike common sense of the thorough work, producing a form of law that, with slight modifications, if need be, ought to fit the requirements of any State in the Union.

I think the association erred in amending by substituting the word "own" in section 1. This makes the law operate "in restraint of trade," violates the right of the citizen to invest in all legitimate enterprises; might, under careless construction, operate to cause trouble to innocent owners, like resultant trustees; and it most assuredly lessens the value of the drug store as a convertible business asset; while organizers of stock companies for the operation of drug stores would have but a limited number of confident purchasers of their shares.

There is another feature of section 1 that might possibly be objectionable. The clause "or for any person not, etc., etc., to compound, dispense, or sell, etc., etc., except as an aid to or under the supervision of a person licensed under this act." A strict construction of this clause might cause it to include the preparation of medicine and giving them by the nurses of the sick, and in like instances. Could this not be amended by striking out the word "dispense" and, after the word "compound," insert the words "for sale?" This may not be the best of objections, but it might appear worthy of consideration. Criminal statutes are construed under the maxim, "lex sua scripta est," and this clause, so construed, might cause injustice or undue trouble in some unthought-of quarter.

It is greatly to be wished that means can be found to bring this model to the favorable attention of all our legislative bodies. The profession and the people at large would feel the beneficent effects of its general enactment.

JOSEPH JACOBS.

ATLANTA, GA., August 31, 1900.

Shining Lights of the Navy Fumble Over Tartar Emetic.

To the Editor:

Sir.—Had the naval apothecary been consulted Chief Intelligence Officer Sigsbee (formerly commander of the "Maine") and Surgeon-General of the Navy W. K. Van Reypen would have been saved a disagreement all the more amusing on account of its serious treatment by the astute New York "Her-

ald" (August 26). The heavy type head lines read: "Sigsbee's Poison Scheme Rejected. He recommended putting tartar emetic in alcohol on board naval vessels to stop intoxication. . . . Bureau explains that plan would mean the death of the men who drank the mixture."

The chief intelligence officer, according to the "Herald," had made (while on the "Texas") the following proposition:

I respectfully recommend that an order be issued requiring that all alcohol used in the construction department of ships be mixed immediately upon its reception on board with a certain prescribed amount of tartar emetic, and that the cases, chests or bottles in which the alcohol is kept or mixed shall be marked accordingly.

To this, according to the "Herald," Surgeon-General of the Navy W. K. Van Reypen replied:

This bureau does not approve the suggestion of Captain Sigsbee to add tartar emetic to the alcohol issued to ships. It would cause the death of the men who drank the alcohol in which it was dissolved. It is the opinion of the Bureau that, if greater precaution were taken on board ships to prevent stealing of alcohol, the addition of a poison would not be necessary.

Now if one of our unappreciated naval apothecaries had been asked his opinion on the proposition he would have known at once that, as tartar emetic is insoluble in alcohol, it was not adapted to the purpose intended. While our revered Captain Sigsbee might not be expected to know this, we should hardly expect the surgeon-general to declare that the alcohol in which tartar emetic "was dissolved" would cause the death of every man who drank it.

As a matter of fact, the captain's scheme might have worked all right, the settling of the tartar emetic providing against danger, except, perhaps, from the drainings of the casks, and the poison labels serving to lead the men to leave the alcohol alone. Even if the alcohol carried enough water in some instances to take up a little of the poison, the "certain prescribed amount" would have provided against danger.

Moral: When it comes to matters pharmaceutical in the navy the shining lights may well consult the naval apothecary. Had this been done in this instance two naval dignitaries and a newspaper would have been spared from making themselves ridiculous.

R. U. W.

East Orange, N. J., August 29, 1900.

A Weak Point in the New Law.

To the Editor:

Sir: I long advocated the passage of an all State pharmacy law for New York State and welcomed the law which goes into force on January 1, 1901, as a step in the right direction, despite its imperfections. The weakest point in the law is the method provided for the election of members for the eastern district. In the western and central sections of the State every registered pharmacist has a right to vote for members of the board. In the eastern district, however, the right is restricted to the members of three particular organizations. This difference in the qualifications of the electors can only be attributable to local influences, and is somewhat in the nature of an inheritance from the laws previously in force in this city.

LUTHER F. STEVENS.

BROOKLYN, N. Y., Sept. 4, 1900.

Advertising Ideas.

Under this heading we shall conduct a practical discussion of store methods and advertising for retail druggists. The Department Editor will be pleased to criticize advertisements, suggest improvements and answer all questions coming within the scope of this department, provided they are accompanied by the name and address of the writer.

ULYSSES G. MANNING,

DEPARTMENT EDITOR.

ADVERTISING WITHOUT END.

IT is well for every advertiser to recognize the fact that, once begun, advertising must never cease. It is not a means by which you can accomplish a definite purpose and then stop. It must go on everlastingly if you wish to reap the full reward. Advertising has two missions; one, to create business, the other to hold it. Don't start advertising unless you are willing to go on spending money for publicity as long as you are in business. Many have a dream of a time when they can rest on their oars and drift along on the wave of prosperity that their advertising dollars will create. No such time will ever come. You can drift, but you will drift backwards. The only way you can get the full results from the dollars you have spent in advertising is to spend more dollars. This feature does not worry the experienced advertiser, but it is apt to trouble the novice. The difficulty is due to the fact that beginners regard advertising as an expense when it is, in truth, an investment. An investment from which all returns will not be received until months or years have elapsed. These returns will be largely forfeited unless you go on advertising. A writer recently estimated the name "Sapolio" to be worth a million dollars, which is probably not far wide of the mark. This value has been created by advertising. It represents the cumulative returns from years of advertising. Yet if the Sapolio advertising were to stop three years all or nearly all this value would be dissipated. The Royal Baking Powder people are reported to spend from half to one million dollars a year in advertising. Their product is in every grocery in the land, and it looks as though they might stop this expenditure for awhile and save the money. But if they tried it for a year they would lose prestige and trade they could never regain.

This principle should be recognized by advertisers great and small. There is nothing in it to scare anybody. You can't hope to reach a time when you can stop spending, but you won't want to stop when you reach the point where you see that the longer you spend the more you make by spending.

The Prize Advertisement.

The American Druggist offers a prize of books to the value of \$2, each issue, for the best retail druggist's advertisement. The prize is this time awarded to Edwin C. Barker, Canisteo, N. Y.

CRITICISM AND COMMENT.

Out of a batch of ads submitted by Edwin C. Barker a series on cough cure has been awarded the prize. These are first-class ads; well written and effectively displayed. This advertiser recognizes the importance of bold headings; the ads could not be overlooked in any paper. The variety of argument introduced in the ads also indicates a proper appreciation of the talking points afforded by the preparation. Each ad is complete, yet different, and a dozen other complete and different ads could be evolved out of the same material. Learn to pick out and employ the news elements that exist in your subjects and you will never lack material for effective ads.

\$50 Reward

And the expense of the analysis will be paid any local, state or national chemist, who will by analysis find any mercury, chloroform, henbane, morphine or any other alkaloids of opium in BARKER'S TAR and SPRUCE LUNG BALSAM. There's maybe a thousand cough remedies for sale. All of the above drugs are in some of them—some are in all of them—none of them are in ours. That is the one to be sure of. Price, 25 cents.

EDWIN C BARKER,

7 Depot St.

One of the Prize Advertisements.

Appreciative.

Editor Advertising Ideas:

I inclose a small lot of ads for the competition. Your department continues to be, for me, the most interesting and instructive one in the journal. You have the happy knack of offering your reader enjoyable reading that is instructive. Philadelphia.

Richard H. Lackey.

I am sorry that the prize doesn't go to the man who can make as kind remarks as this. The ads submitted are in the prize winning class. All of this advertiser's work is good. There is no important criticism that can be urged against any of the ads submitted. They all present good business argument and will bring results.

Use This Material.

One of the best advertisers who submits specimens of his work to this department is W. I. Benedict, Belding, Mich. He has a nose for business news, as is shown by the following example taken from a folder recently sent in:

He Liked It.

In March a customer asked for a bottle of Busy Bee Toothache Drops. As we handed it to him he remarked, "A few years ago when there was a dentist upstairs I wanted a tooth pulled, but he was not in his office. I put a little Busy Bee Toothache Drops on some cotton and pushed it into the tooth—it has never ached since."

10 cents a bottle.

Now it took no art to write that ad, except the art of knowing when to stop, yet it would be hard for anybody to write a better. Every druggist has scores of experiences of the same class but few have learned to store up and use this material.

Tell It in the Headline.

Editor Advertising Ideas:

Some time ago I entered several ads in the competition and they were severely criticised. I have tried to profit by the lesson and submit another series. These ads were changed every week. The position was at the bottom of the page, surrounded on three sides by reading matter. The inclosed letter was sent to all hotel proprietors and principal boarding house keepers, addressed personally to each.

Karl O. Cyrus.

Bridgeport, Conn.

All of the ads were upon the subject of Roach Powder. The matter is all good, but I think the effectiveness of the ads can be increased by two changes. First, use bolder headlines. Some of these are bold enough, but others are entirely too small. If a single column space were used a little more conspicuous display could be had. Second, use the word "roach" in every headline. By so doing your ad will have some influence on everybody who reads no further, and if headings are bold enough no one can get away from them. For instance, head your ad like this:

Roach Death.

Every reader of the paper would be pretty sure to see it, and they would be dense indeed if they didn't know without reading further that here was something to kill roaches. This heading with your name in display at the bottom would tell the whole story, and the reader can take it in in the fraction of a second that his eye rests upon ad. If he has roaches he will read further. If he hasn't he might as well pass on for nothing will be gained by his reading the remainder of the ad. The headings of these ads that refer to roaches are good, and the rest can be improved. There is no end of the headings you can devise using "roach" in each, thus:

The roach dies.
Doom of roaches.
Roaches no more.
No roaches left.
The end of roaches.
Who has roaches.
Roachless houses.
Not one roach.
Roaches will go.
No roach escapes.

The letter sent to hotel and boarding house keepers can just as well be worded a little more strongly. It does not bear down hard enough for a preparation that is guaranteed to do the work.

On the Right Track.

Editor Advertising Ideas:
I inclose for your inspection two ads I used last week. Your advertising hints are great. George C. Harris.
Abilene, Texas.

The two ads sent are sensible, businesslike ones and are neatly displayed.

15 years'

practical experience in the preparation of medicine has been put into our TAR and SPRUCE LUNG BALSAM. Five years ago we thought we knew how to make an effectual cough cure without any opium or other narcotic in it. Now we know we know it. There may be others as safe and as quick to relieve as this, but we don't know of them. We couldn't make it any better if we wanted 25c to.

EDWIN C. BARKER,

7 Depot St.

Leading Druggist. Leading Bookstore

One of the Prize Advertisements.

Spruce and Pine

The balsams and gums from the Adirondack Spruce, the Carolina Pine, the Rocky Mountain Grindelia, the California Mountain Balm, with Licorice, Wild Cherry and Tar are all used in our TAR and SPRUCE LUNG BALSAM.

Not a particle of opium or other dangerous drug in it. There doesn't have to be. Morphine, Chloroform, Henbane and the like may dry up a cough—they never CURE one. Our LUNG BALSAM stops tickling in the throat, loosens the phlegm, and soothes and heals the inflamed air passages. It CURES the cough. Twenty-five doses, 25 cents.

EDWIN C. BARKER,

7 Depot St.

Leading Druggist.

Leading Bookstore.

One of the Prize Advertisements.

The headings tell what is advertised, the text gives detailed information and is followed by the range of prices. These are features of good advertising. If this advertiser always does as well and makes frequent changes he will get returns.

A Write-Up.

Wrench Bros., Montclair, N. J., send clipping from their local paper, showing an interesting reading notice in regard to their carbonated waters in the form of a news item and which appears among pure news matter. This is quite sure to do them good, but will do more if it is followed at frequent intervals by other similar news items treating different phases of the subject.

The Red Sea is so called from its color. This color is said to be owing to the presence, in immense quantities, of a microscopic water weed, named *Trichodesmium erythraeum*.

Beaconsfield's Finest Utterance.

Lady Dorothy Neville, in a pleasing article upon the late Lord Beaconsfield in the "Anglo-Saxon," tells us that the deceased statesman considered the following words on "knowledge," spoken at the Manchester Athenæum in 1844, as the finest he ever uttered. They were these: "Knowledge is like the mystic ladder in the patriarch's dream. Its base rests on the primeval earth, its crest is lost in the shadowy splendor of the empyrean, while the great authors who for traditionary ages have held the chain of science and philosophy, of poesy and erudition, are the angels ascending and descending the sacred scale, maintaining, as it were, the communication between man and heaven."

Secretary E. R. Beckwith, of the Virginia Board of Pharmacy, asks us to announce that the board will meet in Richmond on the fourth Tuesday in October.

FOR THE DETROIT MEETING.

Announcement by the Committee on Transportation.

Under date of New Haven, Conn., August 28, Chairman John W. Lowe, of the Transportation Committee of the National Association of Retail Druggists, issues the following circular, giving information regarding the special party which has been arranged for the benefit of delegates from New York, Pennsylvania and the New England States:

The Committee on Transportation is able to announce to delegates and all others who propose to attend the third annual convention of the National Association of Retail Druggists, which will open at the Russell House, Detroit, Mich., on Wednesday, September 12, 1900, that all the passenger associations have granted a special rate of one and a third fares for the round trip, to all persons attending the convention who hold certificates from the ticket agent from whom tickets are purchased at the starting point.

Delegates who purpose joining the special party which will leave New York City, via the Lehigh Valley Railroad at 12 noon on Tuesday, September 11, are strongly advised to notify either the undersigned, or Thomas J. Keenan, 68 West Broadway, New York City, of their intentions at the earliest possible date, in order that suitable arrangements may be made for their comfort on the train.

Philadelphia delegates who wish to join the New York party will leave the Reading Terminal in Philadelphia at 12.30 p.m., September 11. Upon arriving at Bethlehem, Pa., their car will be attached to the Black Diamond Express and the parties united.

In the same way the Ithaca, N. Y., delegates connect at Sayre at 6.30 p.m., the Rochester delegates at Rochester Junction at 8.32 p.m., and the Buffalo delegation with the sleeper on the train at 10 p.m.

Tickets can be purchased on Saturday, September 8, and will be good to return September 19, inclusive.

The following information is appended for the benefit of delegates from the New England States who may decide to join the special party leaving New York City on September 11:

Delegates from all points in Maine, Portsmouth (N. H.), Lowell, Lawrence, Lynn, Boston and vicinity are recommended to go via Fall River line, leaving Boston on Monday, September 10, at 6.00 p.m., arriving in New York at 7.00 a.m. Tuesday.

Delegates from Manchester, Nashua, Concord, Fitchburg, Worcester, Providence and near-by points, should arrange to go to New York via Providence line (owing to low steamboat rates between Providence and New York), leaving Providence 8.10 p.m., Monday the 10th, and arriving in New York Tuesday, at 7.10 a.m. Train leaving Worcester at 6.10 p.m. via N. Y., N. H. & H. R. R. connects with this boat.

Delegates from Brattleboro, Vt., and vicinity will find it advantageous to leave Brattleboro over the Central Vermont R. R., Monday, at 4.35 p.m., connecting at New London with Norwich line boat leaving New London at 11 p.m., and arriving in New York at 7 a.m.

The special train is due to arrive in Detroit at 6.45 a.m., central time, Wednesday, September 12.

Any additional particulars that may be desired regarding transportation arrangements for New England (including Connecticut) delegates will be cheerfully supplied by the undersigned on request.

Special arrangements for transportation are being made by the following named members of the Transportation Committee in their respective localities, viz.:

George D. Case, Milledgeville, Ga.
 Homer C. Porter, Rockford, Ill.
 Charles Gletner, St. Louis, Mo.
 L. Christianson, Fargo, N. Dak.
 F. M. Weaver, Oklahoma City, Okla.
 D. M. Newbro, Butte, Mont.
 W. P. Duplantia, New Orleans, La.
 Alda M. Ferris, San Diego, Cal.

Delegates are instructed to ask for a first-class single ticket to Detroit, and to obtain with it a convention certificate for the National Association of Retail Druggists. Upon presentation of this certificate, properly signed by the chairman of the Transportation Committee, only one-third fare will be charged for the return ticket at the station in Detroit.

STARTING POINTS FROM NEW YORK.

Connections can be made with the special train (Black Diamond Express) at the following points in New York City at the time named: West 23d Ferry, 11.55 a.m.; foot of Desbrosses Street, 12 m.; foot of Cortlandt Street, 12 m.

Thomas J. Keenan, the local member of our committee, will be at his office, No. 66 West Broadway (Telephone 4470 Cortlandt) till 11.30 a.m. on Tuesday, September 11, to answer inquiries and attend to the comfort of delegates who expect to join the special party.

JOHN W. LOWE, Chairman.

TRANSPORTATION FOR DELEGATES TO CHICAGO.

Thomas P. Cook, 114 William Street, New York, chairman of the Transportation Committee of the National Wholesale Druggists' Association and the Proprietary Association of America for the Joint Convention at Chicago, Ill., September 17, 1900, has issued the following details of arrangements for delegates to the Chicago meeting, from New York and contiguous territory:

SPECIAL CARS

One or more special cars will be attached to the N. Y. C. & H. R. R. train, leaving the Grand Central Station at 2 o'clock p. m. (125th street at 2.09), on Sunday, September 16, arriving at Chicago 4 p. m. Monday, in ample time for dinner and before the opening feature of the Convention.

This train has been decided upon because it is a comfortable one, and permits New England delegates who use the train leaving Boston at 2 p. m. to join party at Detroit 8.15 a. m., and facilitates picking up delegates from Central New York points, and affords a pleasant day run in company to Chicago.

SECURE BERTHS.

Members who prefer to join this party will please advise the undersigned at their earliest convenience, of the number of berths they desire reserved, and accompany their notice with a check for \$5.00 for each berth, or \$10.00 for each section, or \$18.00 for the drawing room.

Full fare is charged for tickets to Chicago, and one-third fare for the return ticket, purchased at Chicago, over the same road, provided the purchaser has a certificate issued by the ticket agent from whom he obtained his ticket to Chicago, duly countersigned by Secretary Merriam at the Convention.

COST OF THE TRIP.

Any person going to the Convention may avail himself of these rates for as large a party as he may propose taking, but a certificate must be procured with

every ticket purchased. It is requested that such certificates be obtained whether the person buying the ticket intends availing himself of the reduced return fare or not, inasmuch as these certificates serve to establish the number of persons present, in the event of any question arising with the transportation companies on this point. Fare from New York to Chicago, \$21.00.

Tickets may be purchased and certificates obtained at any ticket office, and will be on sale as early as September 13, for the benefit of any who may desire to go in advance of the parties arranged for, as stated above.

Persons who purchase tickets at the time of starting should be at the station at least 20 minutes before train time, as certificates have to be signed by them in the presence of the ticket agent, and some little time is necessary to avoid confusion.

BAGGAGE.

The committee assumes that you have engaged rooms at the hotel. In any event, upon receipt of notice that you will join the New York party, you will be furnished with special tags for trunks, which will facilitate delivery to room after arrival in Chicago. If you have not reserved rooms it would be well to write at once to Messrs. Kennedy & Shafer, Auditorium Hotel. These gentlemen have charge of the rooming, and are those with whom you will be brought in daily contact while at the hotel.

MONTANA PHARMACEUTICAL ASSOCIATION.

Proceedings at the Annual Meeting.

The Montana State Pharmaceutical Association held its tenth annual Convention at Butte, opening on the 7th ult. A large representation of members were present when President D. M. Newbro called the convention to order.

President's Address.

In his annual address President Newbro suggested that the association find some means to induce the drug clerks to become members. The address was referred to a committee of Messrs. Gallogly, Paxson and Coffee.

The report of S. J. Coffee, secretary, was read and adopted, and he was instructed to send notices to members in arrears that on their sending their dues for two years past, they would be reinstated.

Howard Rockefeller, E. E. Gallogly, C. B. Hoskins, F. A. Warren and J. M. Doull were elected as those whose names shall be sent to the Governor from which three members shall be selected to compose the State Board of Pharmacy.

Election of Officers.

The election of officers for the ensuing year followed. H. M. Parchen nominated E. E. Gallogly for president, and R. H. Paxson was nominated for the same office by E. E. Gallogly. Mr. Gallogly was elected. L. G. Smith was elected vice-president by acclamation, and S. J. Coffee and F. A. Warren were elected secretary and treasurer, respectively, by acclamation.

Joy H. Johnson, a well-known travel-

ing salesman, representing a widely known Detroit firm, was made an honorary member of the association, and F. H. Negley, of Whitehall, was elected a member.

To Admit Clerks to Membership.

D. M. Newbro gave notice that at the evening session he would make a motion to amend the by-laws so that drug clerks could be admitted into the association for \$2. It was also suggested that as an inducement prizes should be offered to the clerks for the most interesting papers read. On motion of Mr. Parchen it was decided that 50 per cent. of the amount received from the clerks for dues will be put aside for prize purposes.

Banquet and Business.

In the evening the members met around the banquet board at Columbia Gardens. The out-of-town druggists were the guests of the local organization, and nothing was too good for the visitors. About 100 were present at the banquet.

President Gallogly assembled the



D. M. NEWBRO,

President of the Montana Pharmaceutical Association.

members in business session before the signal for attacking the viands was given, and several matters of business were attended to. A motion was made and carried admitting drug clerks to membership in the society upon the payment of an initiation fee of \$1 and yearly dues in the same amount. A motion to amend the constitution providing for the election of one vice-president was made, and this provision of the association's laws changed to permit three vice-presidents to hold office. Lee Warren, of Bozeman, and Emil Starz, of Helena, were chosen as additional vice-presidents for the ensuing term. The association then voted to meet next year at Butte.

The gathering then passed into social session and good cheer in liberal quantities was put in evidence. President Gallogly and D. M. Newbro picked out the speechmakers, and called upon speakers and the orchestra alternately throughout the evening.

Aside from a paper by D. M. Newbro on "Side Lines," the remainder of the evening was spent in listening to im-

prompt speeches from the members and their guests.

North Dakota Association.

The fifth annual meeting of the North Dakota Pharmaceutical Association began at Fargo on the 7th inst. There was a large attendance. The first day was devoted to routine business and just before adjournment the following officers were elected: President, J. M. S. Wilson, Fargo; first vice-president, A. C. Grant, St. Thomas; second vice-president, Walter Master, Willow City; secretary and treasurer, W. S. Parker, Lisbon; executive committee, P. C. Remington, Bismarck; C. R. Merrieth, Cassleton; D. F. Siegfried, Sanborn. Grand Forks was chosen as the place for the next annual meeting, to be held the first of August. A drive over the city was one of the forms of entertainment for the visitors in the evening.

At the second day's session a resolution was adopted protesting against the position the members were placed in by the present prohibitory law of the State. Under the measure they are made blind piggers, and odium is reflected on the ancient and honorable profession of pharmacy. They ask for a repeal of the law and the adoption of a measure preventing their handling intoxicants. The resolutions are:

Whereas, The present prohibition law in the State of North Dakota, in its relations with the reputable druggists of the State, has proved itself a detriment to their business and has cast a stigma upon the profession of pharmacy; and

Whereas, No matter how careful and painstaking the druggist holding a permit may be in his endeavor to comply with the requirements of the present law, he can be and is subjected to undue public criticism, annoyance and persecution in the discharge of his duty as a dispenser of intoxicating liquors, which duty was forced upon the druggists by this law; and,

Whereas, Owing to the construction of the law a moral responsibility rests upon the druggists in the dispensing of liquors as to who or who is not a proper person to sell to, in many instances causing unpleasantness and differences of opinion between the public or the authorities and the holder of the permit, although he has made every honest endeavor to comply with the law. Therefore, be it

Resolved, That the North Dakota Pharmaceutical Association now in session at Fargo, hereby reiterates its instructions to the North Dakota Board of Pharmacy to see that the pharmacy law is strictly complied with, and particularly sections which bring the pharmacy law and the prohibition law in close relation. And be it further

Resolved, That our Legislative Committee be instructed to use all honorable means to have the prohibition law changed or annulled or have the sale of intoxicating liquors placed in other hands than in those of the druggists, who have not now nor never did have any desire to have this task and entire responsibility thrown on their shoulders.

On the final day the druggists, their wives, sweethearts and friends left for Detroit on a special for the annual outing. A list of thirty-five events were contested, and over a hundred prizes awarded.

The proceedings of the meeting had been ably presided over by A. L. Lien, of Hillsboro, former president of the association, while Secretary-Treasurer Parker, of Lisbon, who was re-elected, gave his able assistance.

NORTH HUDSON DRUGGISTS' ASSOCIATION.

The Youngest Organization in the Field.

The druggists of that section of New Jersey known as North Hudson have organized a retail druggists' association under the name the North Hudson Druggists' Association, and nearly every pharmacist in the towns of Union, West New York, Guttenburg and West Hoboken is a member. Much of the work of organization was done by Aug. Frank, of the Town of Union, who is entitled to great credit for the success of his efforts. The first meeting of the association was held on August 10, at the Casino, West Hoboken, when the following temporary officers were chosen: Chairman, Aug. Frank; secretary, H. E. Lang; treasurer, G. Müller. Chairman Frank appointed the following committees: By-Laws, A. Weismann, chairman; W. Kyvitz, F. H. Eckert. Science and Papers, G. Müller, chairman; G. Witkin. Entertainment, M. Worsters, H. W. Volkmar. Schedule of Prices, A. Frank, chairman; A. C. Bode, Wm. Kyvitz, H. B. Otto, F. H. Eckert.

The second meeting of the association was held on August 24 in West Hoboken, with sixteen members in attendance. The election of permanent officers was put off until the next meeting.

The report of the Committee on By-Laws was accepted. After hearing the report of the Committee on Schedules it was decided to adopt a uniform set of prices on all patent medicines. The committee appointed to make the schedule is composed of Messrs. Frank, H. Kywicz, F. H. Eckert, H. E. Lang and A. C. Bode.

It was decided to make 10 o'clock p.m. the uniform hour for closing, Saturday evenings excepted. There was also some talk of closing for a few hours on Sunday. This, however, was made impracticable by druggists in certain districts, who claim that Sunday is their best day. This is particularly true in the vicinity of Weehawken Heights and some parts of West Hoboken.

Two or three druggists have not joined as yet, so it was decided to hold the charter list open for one month, with the hope of having a solid representation in the association by the time the rule goes into effect, which will be October 1. A committee was appointed to wait upon such persons. The committee is composed of Messrs. Specker, Kywicz and Otto.

The association will hold monthly meetings the fourth Friday in each month at the Casino, in West Hoboken. Besides the objects already mentioned the organization is for the promotion of sociability and the discussion of scientific papers.

The membership of the North Hudson Druggists' Association comprises the following druggists in active business: Town of Union: A. Frank, Wm. Weitenkamp, Fred. Weismann, H. B. Otto, A. C. Bode, J. A. Zabriskie, R. Specker, H. W. Volkmar. West New York: A. C. Einbeck. Guttenburg: H. J. Gordon, H. E. Lang. West Hoboken: H. H. Wonters, J. R. Hildner, Arthur W. Hildner, E. Weickert, A. O. Wiesenburg, G. Müller, C. Enke, Wm. Kyvitz, Frank H. Eckert, Joseph Witkin, Adolph Weismann.

Obituary.

CHARLES LIGHTHEISER LOCHMAN.

As noted editorially in our last issue, Dr. C. L. Lochman, of Bethlehem, Pa., author of "Dose and Price Label Book for Druggists," "Photographs of Medicinal Plants," and also translator of "Arzneibuch für das Deutsche Reich," is dead at the age of 78. Dr. Lochman had been bedfast eight and a half months. On Tuesday, August 15, with his family at his bedside, he quietly fell asleep in death. Dr. Lochman was born in Hamburg, Berks County, Pa. He received a common school education and then went to Minersville, where he read medicine. Later he went to Philadelphia and established a wholesale drug house, carrying on the business first under the firm name of Lochman & Siederling, and subsequently under the name of Lochman & Zellen. While in business he pursued a course of study in medicine and pharmacy at the University of Pennsylvania. His health failed him, however, and then he located at Carlisle for several years, removing from there to Allentown, and locating in Bethlehem twenty-one years ago, where he confined himself to the manufacture of proprietary medicine and plied his literary art.

As a manufacturer of medicines he was widely known. As an author his works give evidences of considerable independent research. As stated above, he was the author of "Dose and Price Label Book for Druggists," "Photographs of Medicinal Plants," and also the translator of "German Pharmacopoeia," etc. "The Maples of North America, Together with the Foreign Maples in General Cultivation," illustrated with 32 full page photographs, has just gone to the printer. Another work, on which he spent ten years, and one that he doted over, is on "The Hickories," and is just ready for the press.

Besides his bereaved widow, Alice M. Weaver one son, Charles N. Lochman, of Rau's Pharmacy, and one daughter, Miss Alberta Lochman, who resides at home, survive him, together with one brother, Benjamin Lochman, Allentown's oldest photographer, and one granddaughter, Lucy Isabel Lochman, of Bethlehem.

DONALD L. CAMERON.

Donald Lochiel Cameron, first vice-president of the New Jersey Pharmaceutical Association and member of the firm of Cameron & McGee, of Rutherford, N. J., died suddenly August 11 at his late residence, 85 Chestnut street, Rutherford. Mr. Cameron returned from a short business trip to New York the evening before much debilitated from the effects of the heat. He spent the evening on the porch and in his library, reading. About 10 o'clock Mrs. Cameron noticed that he did not appear well, and against his protest a physician was summoned, who was unable to revive him. With assistance he labored almost incessantly until 3 a.m., when death came.

Mr. Cameron was 52 years of age. He was very proud of his Scottish descent, although born in the city of Cork, Ireland, where his father, who was an officer in the Queen's service, was stationed at the time. He entered the drug business very young in life, and after clerking in various places in Missouri, Newark, N. J., and New York, he engaged in business for himself at 155 Grand street, later at Marcy avenue and Hewes street and again at Reid avenue and Hancock street, Brooklyn. After disposing of the latter store he for a time filled a responsible position in the Seabury Pharmacal Laboratories at East Orange, N. J. Early in 1898 he drifted back into the retail business as a member of the firm of Cameron & McGee, at once exerting all his energy to make their store at Rutherford one of the model pharmacies of New Jersey.

He was a member of the Masonic fraternity and of the Royal Arcanum for many years. He was a charter member of both the Kings County Pharmaceutical Society and the New York State Pharmaceutical Association, and had filled the position of vice-president in each. After he re-entered the retail business in New Jersey he resigned his membership in both, but in the case of the Kings County Society his name was added to the honorary list. He had been an honorary member of the New Jersey Association, but after he engaged in business again he was elected to active membership at the Summit meeting, and at the recent meeting at Asbury Park he was elected first vice-president. He joined the American Pharmaceutical Association at Lake Minnetonka in 1897, and has attended all the meetings since. He was president of the Kings County Board of Pharmacy and in successfully prosecuting the principal department store of Brooklyn established a precedent that has been of value in strengthening

the hands of boards of pharmacy throughout the States.

Mr. Cameron was of a frank, generous and unselfish nature. His sunny disposition and refined manners made him a universal favorite, and his loss will be deeply deplored by a very wide circle of friends. He leaves a widow, who is well known to many of our readers, as she always accompanied Mr. Cameron when he attended the various pharmaceutical meetings.

GEORGE EGER.

In the recent death of George Eger Cincinnati loses one of its best known pharmacists. He was a graduate of the University of Tübingen and came to the United States a mere lad. After residing in Indiana a few years he removed to Cincinnati. He soon attained prominence through his efforts to improve the educational condition of pharmacy, and was one of the founders of the Cincinnati College of Pharmacy. He always took a deep interest in the affairs of the institution and was a leader in his profession. He was devoted to business to a fault, not even allowing himself those respites from toil which a human machine imperatively demands, sacrificing himself for the benefit of those dependent upon him. Mr. Eger was a member of a number of societies, all of which have passed resolutions of sympathy, that of the Cincinnati College of Pharmacy being as follows: "It is with deep regret that we learn of the death of our fellow associate, George Eger, one of the founders of the Cincinnati College of Pharmacy. At a recent meeting it was resolved, That through the death of George Eger the Cincinnati College of Pharmacy lost one of its best members."

"Resolved, That the members of the college attend the funeral in a body; that we extend our heartfelt sympathy to the bereaved family; that a copy of these resolutions be published, spread upon the minutes, and a copy be sent to the bereaved family, who have lost a kind husband and father, one who was beloved through his kindness by all who knew him."

"Signed: John Ruppert, J. U. Lloyd, A. W. Bain, C. T. P. Fennell."

JOHN W. FLEMING.

John W. Fleming, of 63 South Oakland Square, Pittsburg, died suddenly in Philadelphia on the 11th inst, while on his way to Atlantic City. He was found unconscious at Twelfth and Callowhill streets and taken to the Hahnemann Hospital, where he died. It was supposed that he had been overcome by the heat. Mr. Fleming was well known in Pittsburg, and some years ago was engaged in the wholesale drug business, having been a partner in the L. H. Harris Drug Company. Of late years he had devoted his time to his private affairs. He is survived by a widow and three children.

GEORGE A. D. STICKNEY.

George A. D. Stickney, of Salem, died suddenly of heart disease in the rooms of the Thorndike Club, that city, on June 26. He was born in Beverly in 1849, and in 1874 went into business in Salem, and had so continued up to the time of his death. He was a member of Starr King Lodge of Masons, Essex Lodge of Odd Fellows, the Workmen, and Pilgrim Fathers. For several years he was on the staff of the Eighth Regiment. He was a director of the Mutual Fire Insurance Company of Salem, and leaves a widow and one daughter.

Charles P. Wilson, druggist, of York, died recently in that city, where he had resided for about 15 years. Prior to his arrival in York he carried on the drug business at Wrightsville, where his father some years ago preached. The deceased was between forty-five and fifty years of age.

Louis Meyer, aged seventy-seven, a pioneer of Milwaukee, died recently at his home at Twelfth and Galena streets of pleuro-pneumonia. Mr. Meyer was a native of Prussia and came to Milwaukee in 1848. He opened a drug store in the First Ward, where he remained four years. Then he moved to 519 Twelfth street, where he remained until his death. A wife and three children survive.

The New State Board.

The newly elected members of the State Pharmacy Board from Western New York have taken no action so far except to receive the oath of office. It is expected that the board will be managed so that localities that have had regular sessions of it will receive very much the same accommodation.

Greater New York.

News of the trade in and About the Five Boroughs—Notes of Personal Interest—Changes and New Stores—Trade Gossip.

John McKesson, Jr., of McKesson & Robbins, is spending a few weeks in Montreal, Can.

Frederick Hoenthal, class of '81, N. Y. C. P., has been appointed apothecary at the Blackwell's Island workhouse.

A policeman who was well known in the drug trade, died recently in this city. He was Walter Boston, of the Delancey Street Station, once night cashier in Perry's Pharmacy in the "Sun" building.

Harry C. Yager, of W. R. Warner & Co., is back from Europe after a six weeks' trip. Another recent arrival was F. M. Fisk, London manager for Parke, Davis & Co. He will spend several weeks in Detroit.

Henry Hebbes, a druggist, of 321 East Fourteenth street, is in the Tombs awaiting the result of the wounds he inflicted with a pistol on Charles Lang, a waiter. Hebbes shot the man after a quarrel over an order to vacate his store.

Colonel E. W. Fitch, Parke & Davis' New York manager, is back from his vacation, spent in Canada and the East. Another gentleman who spent his summer leisure in that part of the country was Wm. T. Case, with C. F. Boehringer & Soehne.

Dr. Smith Ely Lelliffe, professor of pharmacognosy and director of the bacteriological and microscopical laboratories in the College of Pharmacy of the City of New York, has been appointed editor of the *Medical News*, of this city, in place of Dr. J. Riddle Goff.

Volckert Peter Douw Townsend, who died at the Hahnemann Hospital recently, was well known to the drug trade of this city. He was born in Albany fifty-seven years ago, for some years had resided here, and was engaged in the wholesale drug business. His firm was Greenwood & Plumber. His brother, John De Peyster Townsend, druggist, of Albany, was with him at the time of his death.

The New York *Sun* of September 3 prints an editorial on the position of the German-American voters in the coming national election, and in it quotes liberally from a letter by W. Bodeman, the well-known Chicago druggist, which appeared originally in the *Chicago Inter-Ocean*. In the *Sun* article Mr. Bodeman is referred to as the Hon. W. Bodeman, of the Illinois State Board of Pharmacy.

Samuel Levin, of No. 259 Madison street, was held in \$300 bail in the Essex Market Police Court recently on a charge of violating Section 404 of the Penal Code, relating to the selling of poisons without a label. The arrest was made in connection with the severe burning of the infant daughter of Mrs. Dora Kreiger, of No. 242 Madison Street, who bathed the child with acid, thinking it was camphorated oil.

At the meeting of the Kings County Pharmaceutical Society, which takes place in Brooklyn on Tuesday, September 11, Dr. Peter W. Ray, druggist, of South Second and Hooper streets, Williamsburg, will be duly honored by a presentation. On August 24 Dr. Ray celebrated fifty years of active service as both physician and druggist. He is almost 78 years old, and is treasurer and one of the oldest members of the Pharmaceutical Society.

In the annual directory of the New York State Medical Association for New York, New Jersey and Connecticut, just issued, there is to be found the official list of the pharmacists registered in the city of New York. Although this is the first list that has appeared since 1888, when the New York City Board of Pharmacy issued a list of its own, this new list, like the old one, contains no addresses, so that for all practical purposes it is of little value except for purposes of record.

Recent visitors to the metropolis were Yan-

cey Bartholow, president of the Texas Drug Company, Dallas Texas; Harry McDowell, of Vancouver, B. C., who has six stores and is said to be the largest retail druggist in the Dominion; Dr. C. E. Puttner, Halifax, N. S.; C. P. Calvert, Hartwell, O.; Mr. Randall, of Moon's Pharmacy, New London, Conn.; W. S. Lowell, of C. Lowell's Son & Co., Easton, Pa.; J. R. Smith, Pittsburg; R. E. Bristol, McKinney, Tex.; C. W. Davis, Madisonville, O., and F. H. Stoney, representing G. A. Kelly Co., of Pittsburg.

The annual outing of the Alumni Association of the Brooklyn College of Pharmacy has been set for next Thursday, September 13, at Woodlawn Park, Twenty-second Avenue and Sixty-fifth Street, Brooklyn. A baseball game will be played between the Alumni and Long Island College nines at 3 p.m., there will be prizes for both ladies and gentlemen in the bowling games, and dancing will begin immediately after dinner, which has been arranged for 6 p.m. The trolley lines of the Brooklyn Heights Railroad Company, via Third Avenue, Court Street, Hamilton Avenue, as well as the Fifth Avenue Elevated Railroad, go direct to the park for one fare.

Arthur J. Reeder, of Reeder Brothers, pharmacists, 460 Fourth Avenue Manhattan, has returned to the city after a visit to the British Isles and the Continent of Europe. In the company of Wm. Hauenstein, A. B. Baltzly and Harry C. Yaeger, well-known local druggists, he visited Glasgow, Edinburgh, Stirling and the Trossachs, York, London, Paris, Cologne, Berlin, Hamburg and Bremen. The trip occupied a little over six weeks and was thoroughly enjoyed by every one of the party. In London they were the recipients of many courtesies from the firm of Francis Newbery & Sons and Wm. Matts, and they were entertained during their stay in Hamburg by Rudolph Boehmer.

Thomas P. Cook, of the New York Quinine & Chemical Works, is a busy man these days. He is chairman of the Transportation Committee of the N. W. D. A., and is looking after the transportation of a big party to Chicago. Of those who will attend the convention but go West in advance of the party, and, after spending short vacations, return to Chicago to be present when President E. C. Frisbie brings down his gavel at the opening session, are H. B. Harding, Arthur A. Stillwell, Henry B. Platt, W. A. Hamann, S. H. Carragan, W. S. Mersereau, Andrew Rogers, W. A. Faris and Jesse Hopkins. Chairman Cook is endeavoring to arrange train schedules so that the New York party may meet the Boston contingent.

The New York Retail Druggists' Association, an East Side organization, is busying itself about the question of shorter hours, and committees are circulating petitions among the druggists of the East Side with a view to obtaining signatures pledging the closing of stores at 11 o'clock at night. So far the committees have met with success, and it is predicted that the work will receive unanimous indorsement. Another matter the association has discussed recently is the location of drug stores too closely together. The members have agreed not to locate any store within two blocks of another member's store hereafter. The association has also adopted a resolution prohibiting members from offering presents to attract trade or to use such methods.

Fire destroyed the business portion of Smyrna, N. Y., with the drug store of A. Comstock & Son, and residence of J. T. Comstock. A. Comstock will rebuild the store, which was owned by him, but will retire from the business, which will be continued by J. T. Comstock, who is a graduate of the N. Y. C. P., class of '89. A. Comstock has been in the drug business 44 years, 8 years as clerk for one man and 36 years as proprietor.

WESTERN NEW YORK.

Buffalo, September 6.—At the annual meeting of the Erie County Pharmaceutical Association J. A. Lockie was elected president, and H. A. Scheck and Fred. Seisser, vice-presidents; S. A. Grove, secretary; J. L. Perkins, treasurer; Thomas Stoddart, trustee; W. G. Gregory, delegate to the Detroit meeting of the N. A. R. D., September 12-14.

N. Y. S. P. A. Committee on Entertainment.

The following committee was appointed to take charge of the entertainment of the State Association when it convenes in Buffalo next year: R. K. Smith, George Reimann, Thomas Stoddart, W. G. Gregory, J. A. Lockie, Alderman McEachren, J. L. Perkins, C. N. Riggs, A. J. Werner, D. M. Cowan, George B. McLeod, and J. S. Marvin. The committee will meet soon for organization. In order to increase the interest in the meetings of the association it has been arranged to present a paper at each session and a committee to take the matter in charge will soon be appointed by the president.

Committee of the New State Board Meets.

The first meeting of the subcommittee on blanks, forms, etc., of the new State Board of Pharmacy, composed of W. G. Gregory and George Reimann, of Buffalo, and B. M. Hyde, of Rochester, was held at the pharmacy of Mr. Reimann, August 23, for the purpose of making a start in the work of organizing the new board and getting it ready for efficient work at the earliest possible day. Good progress was made, though it is naturally of a character not to make much of a showing on paper. A second meeting will be held September 13 in Buffalo, when it will be the turn of the Buffalo members of the subcommittee to go to Rochester. The guess of certain city druggists that a caucus was held is declared to be a mistake. It was work and nothing else. A general meeting of all the members of the new State Board has been called for Albany, October 18, when an organization may be effected, though the primary object of the meeting is to receive and dispose of the reports of all the subcommittees, so that the Board can go into efficient operation as soon as it comes into legal existence.

Slightly Political, Perhaps.

Another meeting of the members elect was between Dr. Diekman, of New York, and as many of those resident in Western New York as could be mustered to meet him on his visit to Buffalo during a trip to Niagara Falls and Chautauqua with his newly wedded wife. This meeting was quite informal, but it took up many things that have to do with the organization of the Board, and doubtless has no little political bearing, though of the details and especially of the latter point the members say nothing.

ITEMS OF INTEREST.

Stephen A. Dustin, a Batavia druggist, sustained a fall from his wheel a few days ago and broke his left arm below the elbow.

J. S. Greey has sold his smaller drug store on Normal avenue, Buffalo, to Floyd S. Barger, who will discontinue the one he has conducted for some time on Fourteenth street.

W. E. Delahunt, a druggist on Hudson street, Buffalo, skipped out between two days and left his store for the sheriff to look for. He left a note in a milk bottle at the door, running as follows: "We flew the coop, you're in the soup."

George A. Plimpton, senior member of the Buffalo wholesale drug house of Plimpton, Cowan & Co., who has been traveling in Europe since August, 1899, will return home on the "St. Louis," which sailed from Southampton on September 1.

Two men asked for soda water in the Elk street drug store of H. P. Hayes, at Buffalo, lately, and began to use such offensive language that the proprietor spoke to them. A fight followed, a showcase was smashed, and the men paid a heavy fine in police court.

The recent death of Albert C. Anthony, long the proprietor of the drug store on Seneca street, near Louisiana, Buffalo, removes one of the most upright and valued members of the business. Although he had been unwell a week or two the death was quite unexpected. It is understood that the widow will continue the pharmacy, at least for the present.

At the first September meeting of the Erie County Board of Pharmacy pharmacists' licenses were issued to John E. Klenze and John A. Franke. Mr. Klenze is from Davenport, Iowa, and intends to locate in Buffalo. Mr. Franke is proprietor of a drug store on Niagara street, Buffalo. Nine candidates were examined, to be passed upon at the second September meeting.

The Buffalo Druggist Bowling Club went to Cleveland on the night of September 4 by C. and E. boat to play the long-postponed game with the club of that city. Buffalo beat the Ohioans easily when they came across the State line, and the aggregation that went out to maintain the city honor was a good one, numbering about twenty, with all the big bowlers on the list.

There is to be an effort to bring the meeting of the National Association of Retail Druggists to Buffalo next year. The city is asking for all sorts of bodies in 1901 on account of the Pan-American Exposition, and is getting practically all it asks for. Dr. Gregory, the Buffalo delegate, was so fortunate in getting in the invitation that brought the State Association to Buffalo that he will make the same plea at Detroit this month.

The Buffalo druggists, having for some time been organized into a bowling club that cannot be matched in this vicinity, are now preparing to go into baseball. A nine without any strict organization behind it lately beat the hardware clerks of Weed & Co., 26 to 13, as a starter. The druggist battery was composed of F. Zingsheim, pitcher, and H. Anthony, catcher. Another game will be played soon, probably with the employees of Plimpton, Cowan & Co. If the move does not meet with any difficulties several games will be played yet this fall.

Thomas Stoddart, the well-known druggist of Buffalo, gave his annual outing to the inmates of the Widows' and Infants' Asylum on August 26. It was enjoyed by over 125 children and aged widows, while a number of Sisters of Charity accompanied the party. Street cars chartered by Mr. Stoddart conveyed the excursionists to the foot of Main street, where they boarded the steamer Pearl and started for Crystal Beach, where the day was spent. Ample provisions were taken along for dinner and supper at the beach, and special arrangements for giving all a good time. The merry-go-round and other attractions at the beach were chartered by Mr. Stoddart, and the children were allowed to ride and play as much as they chose.

ROCHESTER NOTES.

An examination for pharmacists' certificates was held in Rochester Friday, August 31, in the Common Council Chamber, under the direction of Curtis H. Haskin, a member of the State Board of Examiners. This examination, which was under the old State Pharmacy law, is the third of a series of four examinations to be given here this year. About forty candidates, including one young woman, took the examination.

John Ballagh, of the Rochester State Hospital, took a private examination under the direction of State Examiner Haskin a few weeks ago, and is now rejoicing over his admission to practice pharmacy.

MASSACHUSETTS.

Fighting Imitators of Moxie.

UNREGISTERED DRUGGISTS WARNED.

A Good Thing for Expert Clerks.

Boston, Sept. 6.—The Moxie Nerve Food Co., of this city, is on the war path for imitators. The concern intends to protect its rights and to attain this end has secured an able corps of legal talent and investigators. Recently the Moxie Co. brought an action against a South Boston concern and the case was decided in the United States Circuit Court on the 27th of August. A perpetual injunction to the following effect was obtained against the South Boston concern:

You shall not expose, offer for sale, sell or distribute any liquid as and for Moxie, or Moxie Nerve Food, manufactured by the complainant Moxie Nerve Food Company, of New England, and shall not expose for sale, sell or distribute any liquid resembling the complainant's Moxie in bottles like exhibits C and D, being non-tox bottles filed with the bill in this cause, or in any bottle so resembling in appearance the Moxie bottle of the complainant as to deceive or be liable to deceive purchasers thereof, whether buying by the bottle or by the glass, and shall not use, sell, distribute or dispose of any said non-tox bottles, full or empty, like said exhibits C and D, having the words, "The American Non-Tox Company, Boston, Mass.," blown in them, and that you shall forthwith surrender to the complainant or its agents for immediate destruction, as goods imitating and infringing upon the goods of the complainant, the supply of non-tox bottles, whether full or empty, in your possession.

Moving Against Unregistered Druggists.

The druggists of Brockton have been notified by a local police officer that they must have a registered partner or go out of business, and they have been given until October 1 to perfect their arrangements in accordance with law. Not a single druggist so notified has yet made any visible effort to comply with the order. The movement is said to affect about twelve of the stores in that city, and if a change is made as outlined it will cause something of an upheaval. It is thought it will be a good thing for expert clerks, who may be taken into partnership.

Interest in the N. A. R. D. Meeting.

Retailers in this section are taking some interest in the coming meeting of the N. A. R. D. at Detroit, though it must be confessed that the main interest is centered in States outside of Massachusetts. Connecticut is alive to the issue and is expected to send a delegation, and the Pine Tree State will probably do likewise. The Bay State will be well represented, as it is anticipated that President Hubbard and Secretary Guerlin will attend.

A Woman Druggist Appointed to a State Office.

Miss Marion Cowan comes to her new position as City Chemist of Lynn, Mass., fully equipped with both education and experience. She was born in Scranton, Pa., and educated in the public schools of that place, graduating with credit from the High School, and perfecting herself in various accomplishments under private teachers. Going to Lynn in 1894, she entered the Massachusetts College of Pharmacy in

1895, studying there for three years, graduating high in her class, and being the only woman in it, in 1898. She took both the regular and an elective course.

Following this was a course in chemistry at the Harvard Medical School, giving special attention to urinary analysis, which she has extensively practiced since. A special course at the Massachusetts Institute of Technology completed her education. In the year 1898 she purchased and remodeled the interior of the drug store of Arthur A. Stinson, at the corner of Ocean and Lewis streets, Lynn, engaging competent and experienced assistants, while she pursued and completed her studies. Under the firm name of Marion Cowan & Co. this store has since continued business, and is a good example of what a woman with pluck can do. Associated with her is her sister, Janet E. Cowan.

BOSTON ITEMS.

The quarterly meeting of the M. C. P. was held at the college building last Tuesday.

The gold medal of the Paris Exposition, 1900, has just been awarded to Mellin's Food.

Julian W. Balrd, Ph.C., M.D., Dean of the M. C. P., spent his vacation at his home in Jackson, Mich.

W. S. Stone, with James W. Tufts, recently passed a pleasant week with his family at his old home in Templeton.

H. L. Green recently purchased a large fountain of special design for his Springfield store from James W. Tufts, and it is now ready for shipment.

Albert H. Luker, with the T. Metcalf Co., 39 Tremont street, is just back from a vacation spent at Alton Beach, N. H., ready for an active winter's campaign.

That James W. Tufts does not confine his efforts to our shores is evidenced by the fact that he recently filled an order for the Hobbins Drug Co., Honolulu, Hawaii.

The W. H. Knight store on Court street, one of the Hub's old-time soda fountain stands, has just commenced using one of James W. Tufts' reliable carbonators.

James W. Tufts recently shipped a large fountain of special design to Providence, R. I., for one of the stores of Hall & Lyon. The counters were also designed by Mr. Tufts, and the whole made an elaborate outfit.

James W. Tufts, who has been very ill, is now at Cottage City with his family, where he is recovering from a severe surgical operation, performed some time ago at one of the hospitals in this city. Mr. Tufts' many friends and business associates will be pleased to learn of his convalescence.

The James V. Smith Chemical Co. is the name of a new company chartered under the laws of Delaware to manufacture and deal in chemicals. The company begins operations with a capital of \$50,000, and the incorporators are J. C. Smith, T. E. Kelly and C. G. Williams, all from Boston, Mass.

MASSACHUSETTS MENTION.

Fred Damon has severed his connection with C. E. Ware, of Holliston.

C. J. Countie, Ph.G., has opened a store at Nahant, which he will conduct together with his Boston store.

The store of E. J. Bahan & Co., Amesbury, is fitted with white and gold furnishings from the factory of C. P. Whittle.

Franklin H. Stacey, a Ph.C. student at the M. C. P., and who clerked for Young & Brown, of Winchester, during the summer, started on September 3 for a vacation trip through Nova Scotia and Canada.

NEW ENGLAND NEWS.

John P. Smith, of South Manchester, Conn., was recently fined for violating the Sunday liquor law.

Clarence M. Collins will open a finely equipped pharmacy in Janolus Block, Exeter, N. H., about September 1.

The alterations in the store of C. E. Davis, Pawtucket, R. I., were planned and perfected by C. P. Whittle & Co., of the Hub.

The new store of F. W. Himes & Co., of Phenix, R. I., was supplied with new oak fixtures by C. P. Whittle & Co., of Boston.

Phillip Lateraverse & Co., recently opened a new store at Pawtucket, R. I. It is resplendent in new oak furniture from the factory of C. P. Whittle & Co., of Boston.

William J. McGonnagle, a well-known, respected and popular druggist of Pawtucket, R. I., died last week from appendicitis. He was known all over the State as an able man, and the news of his death was received with great regret.

Pickett Bros., of Wallingford, Conn., have sold their business to R. C. Smith & Co. The store is on the corner of Main and Centre streets. A. B. Norcross will assist the new firm.

The American Drug & Chemical Co. is the name of a new corporation recently chartered under the laws of Maine to manufacture and deal in drugs. The main office of the concern is located at Augusta, and the capital stock is \$100,000. The incorporators are H. W. Russell, of Manchester, N. H.; W. E. Hamblin, of Boston, Mass., and A. Chapman, of Portland, Me.

E. H. Gerrish, who has been in business in Lewiston, Me., for some years past, recently sold out his business and has just opened a new store in Lisbon. Mr. Gerrish first engaged in the drug business in Lisbon. The town now has two drug stores, and the new establishment is resplendent in a steel ceiling. Lisbon's other store is conducted by Dr. C. H. Foster. This pharmacy has just been newly refitted, and much of the arrangement of the new furnishings was the work of Walter Cole, the clerk.

George T. Dana, of Pawtucket, R. I., died recently of a complication of diseases arising from Bright's disease. He was confined to his bed but one week, but had been in poor health for several months prior to his death. He was 55 years old and was born in Providence, where he entered business early in life. He came to Pawtucket over 30 years ago. For over a score of years Mr. Dana was located at the corner of Main and North Main streets, in Pawtucket. He then retired and built a store room on Cottage street, near his home. This was seven years ago. Mr. Dana was very popular, but never aspired to public office. A son and daughter survive him.

The Yale College Drug Store.

An old Yale landmark is no more. It is the college drug store, at New Haven. Since 1842, when the late John Beers founded the business, an unpretentious pharmacy has occupied the premises No. 1008 Chapel Street, directly opposite the historic old fence and the still older brick row.

Of late years it has been known as the West End Pharmacy, and since the erection of Osborn Hall as the Osborn Hall Pharmacy. What memories cluster about it! In this old store "Mike" Murphy, Keene Fitzpatrick, "Al" Copeland and "Jim" Robertson have been wont to spend many a leisure hour, while students and newspaper men have felt free to talk familiarly with the trainer, the captain and the athlete about the fortunes of sports. In the windows bulletins of out of town Yale events have been posted for the crowd. It has been a forum for college discussion of the familiar, free and easy corner grocery sort.

But Osborn Hall Pharmacy, or "Doc" Hull's, as it is known in the vernacular, was never a paying store. For a number of years it has passed in succession from druggist to pharmacist and vice versa. Talcott B. Hull, the last of the Yale druggists, is out of business and with him the store. Thousands of Yale men knew "Doc" well. Will a tailor shop appeal to any sentiment! One now occupies the place of the drug store.

PENNSYLVANIA.

Department Store Competition.

LEADING STORES TO ADD DRUGS.

Jobbing Druggists Refuse Supplies.

Philadelphia, Sept. 5.—The long looked for move on the part of the department store in adding drugs and proprietary medicines to their stock in trade is about to materialize. The leading department stores in this city have been considering the advisability of adding a drug department to their stores for a long time past, and it was only recently that one of the leading stores gave up the idea, as the wholesale drug houses took a decided stand against the innovation and declined to supply the goods. Lit Bros. & Co., at Eighth and Market streets, have taken the initiative, and it is stated that within a week this house will open a full-fledged drug store, and a well-known down town druggist has been engaged to manage it.

To be in Charge of a Pharmacist.

Lit Bros. & Co. have lately become a stock company, and during the past few years have made big strides. They have secured nearly all the property on Eighth street north to Filbert, east to Seventh, as well as on Market and Seventh streets. They are now a mammoth concern and cater to special prices, especially one cent below the whole number, such as 40 and 99 cents. They have a large following and the managers are not only progressive, but aggressive business men. The new drug store, it is stated, is to be located on Seventh street, above Market, and is to be fitted up in a gorgeous manner. It is also said that Frank Heckler, who now owns the drug store at Sixth and Dickinson streets, has been engaged to manage the department. Those who are in a position to know are reticent about the opening of the drug store. In Mr. Heckler the company secures a wideawake druggist, as well as a good hustler. Lit Brothers are not in touch with the N. A. R. D., and it is intimated the store will be run on regular business methods and in accordance with the policy adopted by the company.

How the New Departure is Regarded by the Trade.

The report that Lit Bros. & Co. intended to open a drug store was anything but favorably received in the wholesale drug trade, but it is now believed that the other department stores will follow the new lead and install drug departments. It is said Gimbel Bros. are seriously thinking of adding a drug department, but as yet have made no definite plans for its introduction. It is thought this act on the part of Lit Bros. & Co. will cause considerable trouble in the retail drug trade. Many of the wholesale houses are of the opinion that there will be no trouble experienced by the managers of the department drug stores in obtaining all the goods they require. In this city the leading department stores are John Wanamaker, Gimbel Bros., Strawbridge & Clothier, Partridge & Richardson, Lit Bros. & Co. and Marks Bros.

Shoemaker & Busch Expanding.

As exclusively announced in the August 27 number of the *AMERICAN DRUGGIST*, a prominent drug house has secured the buildings on Arch street, above Fifth, now occupied by the General Electric Co. All the arrangements have been made for taking the building, and on January 1 Shoemaker & Busch will move from their present location on Arch street, above Sixth, to the new quarters. This house has made great strides in the past few years, especially in the South, and of late the business has become so great that there was great difficulty experienced in the prompt handling of it, owing to the lack of space and facilities. The new quarters will give to the firm about three times as much space as it formerly had. It will occupy the buildings 511, 513 and 515 on Arch street and 508 and 510 Cherry street.

Getting Ready for Detroit.

Preparations for attending the annual convention of the N. A. R. D. at Detroit this month have been completed, and the local delegation will leave this city on September 11. Those who will represent the local body are President Wm. McIntyre, J. C. Perry, H. O. Stiles, W. C. Cliffe and W. A. Rumsey. It is stated that the local association is in good shape, and the membership is constantly increasing. An encouraging sign is the prompt payment of dues, as it was thought by some that a number of druggists would not pay the second year's dues.

Cut Prices Agitating Philadelphia.

There are many, if not a great majority, of druggists in this city who are desirous of securing uniformity in prices on all goods, and at the annual convention of the N. A. R. D. an effort is to be made to end the cut rate war which has been going on in the trade for a number of years. A prominent official of the local branch of this association, who is one of the delegates, said efforts have been made by a large body of retailers for several years to prevent the cutting of prices, but so far without special success. Last spring the manufacturers decided to agree to the formulation of a plan by which one druggist would have no advantage over another, provided that in each city or district the druggists combining in an organization represented 75 per cent. of the druggists in that community.

In an interview Mahlon N. Kline, who will be one of the delegates to the wholesalers' convention, did not think the system which enabled a big dealer to cut rates fair to the small retailers, and he was quoted as saying: "The small retail druggists scattered throughout the city are not only a convenience, but a necessity. If you live out in Germantown and a member of your family is taken ill you must go to a nearby druggist for your prescription, as you have no time to come in town to a big dealer. Now, even admitting the druggist makes a big profit on the prescription he puts up, there are scarcely any who put up enough prescriptions in the course of a year to make a living. They are obliged to keep the manufactured remedies the public demands, and yet, even with this additional profit, you never hear of any of them ever getting rich."

"A druggist passes years of his life in

mastering the business. He must serve as a clerk; he must go through college and pass examinations, and then, even under favorable circumstances, he makes little more than a living. Now, a big dealer who cuts rates can afford to sell a proprietary remedy at or near cost price merely for the sake of drawing people to his store, thinking naturally that if he secures a customer the customer will come again and purchase other articles on which profits will be reaped. Of course you see how this hurts the druggist in your immediate vicinity."

QUAKER CITY ITEMS.

J. F. Paulley, of Bridgeton, N. J., was in town recently renewing acquaintances among the drug trade.

Howard J. Siegfried, of Frankford, is looking hale and hearty as the result of a visit to Atlantic City.

A. Curtis Schofield, of 15th and Susquehanna Avenue, has returned from a pleasant trip to Lake George.

Fred A. Fenno has sold a large quantity of Sayo Mints and Cordial Dainties for Wallace & Co., of New York.

Hosea F. Seeley, 2407 Fairmount Avenue, is summering at Wildwood, N. J., where he owns a very handsome cottage.

Jesse W. Pechin, Thirteenth and Columbia avenue, has returned from an extended trip to Yellowstone Park, and is quite enthusiastic in praise of America's Wonderland.

Dr. T. E. Conard, who owns the stores at Thirtieth and Jefferson and Seventh and Brown streets, is taking a trip through Ohio, and writes that he is having a delightful outing.

Burns, Metsger & Co., of this city, are large spice makers, and have been placed under arrest for adulterating cinnamon with wood and pepper with starch. The arrest will create a stir among many retailers and "cut rate" stores, who have been purchasing from this firm.

An effort is being made by the wholesale drug houses to close their stores at noon on Saturdays all the year, as is now done in New York, and consent has been obtained from all houses save one, and it is quite likely that this house will consent rather than be the stumbling block for the movement. There is no reason why this should not be done, as they all now close at 3 p.m., and it is only a matter of two hours per week, which though a small matter to the employers, is a big thing to the employees.

Thos. J. Husbands, the wealthy manufacturer of Husbands' Magnesia, will have to pay \$5,000 as the result of marrying some one else after having courted Lida B. Delany for thirty years. A verdict of \$5,000 in her favor was rendered in Camden, N. J., last April. Mr. Husbands swore he would never pay it and took an appeal. His lawyers argued with him, and finally convinced him it would be useless, and also render him ridiculous by having his letters read in court again, so he changed his mind and all litigation has been withdrawn. Miss Delany will soon have her \$5,000 balm where she can fondle it every time she thinks of the lost husband.

"Gall of the Earth."

The faculty of the Chattanooga Medical College is now making experiments with the weed known as "Gall of the Earth," with which a mountaineer recently cured himself of a mad dog bite, and by which he cured others suffering from snake bites. It is sometimes known as the "rattlesnake's master." The weed is now being transplanted for cultivation and experiment. It is now in bloom and bears a small white flower. The Horticultural Department of Clemson College, Charleston, S. C., is also experimenting with it.

ILLINOIS.**Gambling in Drug Stores.****WEST VIRGINIA PRACTICES FROWNED UPON IN CHICAGO.****Interest in Glassware Prices.**

Chicago, Sept. 4.—It is openly charged by a reputable local druggist that there are drug stores in Chicago where customers shake dice on the prescription counters for the drinks, and that often a crap game goes on in an adjoining room. It is, of course, extremely difficult to find proof of any such incident, but conditions in some sections are serious enough to cause a great deal of discussion. A round of the drug stores shows that considerable interest has been aroused by a circular issued by W. Bodemann, a copy of which follows:

TO MY OLD PATRONS I NEED NO INTRODUCTION, I THEREFORE RESPECTFULLY ADDRESS THIS NOTICE TO PEOPLE WHO HAVE MOVED RECENTLY INTO THIS SECTION:

I am the pioneer pharmacist in Hyde Park, having been in pharmacy in this city since 1867. If experience is worth anything in any line it certainly is in pharmacy. When I established my two stores in Hyde Park there were no stores of any kind between the then city limits (Thirty-ninth street) and Fifty-third street. According to recent official investigation and unofficial ancient rumor, there are pharmacists in this section known as bar pharmacists. Do not trust so important a matter as medicine to so-called bar pharmacists, who are saloon-keepers *de facto*, and don't even pay a license as such. Selling liquor by the drink goes hand in hand with drinking; drinking means unfitness for dispensing medicine.

Some of the newcomers may live in apartments or hotels. Insist that the bellboys take your orders where you send them, and not where they prefer to go for reasons best known to themselves. This preference appears to be so great that several managers of hotels have admitted that they could not control this part of their business. You select your own attorney and your own physician; why should you depend on a bellboy's judgment, who may prefer to act as runner for a bar pharmacy, for reasons best known to him and the "barriester."

I am proud to say I have a record as a pharmacist and not as a barrister. My preparations are of reliable standard. I always carry a full stock of Parke, Davis & Co.'s pharmaceutical preparations on hand, better than which there are none to be found the world over.

Avoid bellboys—order by mail or telephone, and your commands will be promptly executed.

58 Forty-third street; tel. Oakland 587.
50th street and Lake Avenue; tel. Oakland 561.

An Incident of G. A. R. Week.

During G. A. R. week a well appearing woman and a boy walked up to Albert E. Ebert's soda fountain. Mr. Ebert drew a glass of vanilla for the boy and said, "What will you have, madam?"

"Well, I think I'll take a bottle of beer."

"You have made a mistake," answered Mr. Ebert, "this is a drug store, not a saloon."

"I know it is, that's why I came in. We always go to the drug store at home when we want anything to drink."

"Where do you come from?"

"West Virginia."

"Such things may be done in West Virginia," declared Mr. Ebert, "but they can't be done here. Don't you know that it's wrong to make a saloon out of the place where your prescriptions are made up?"

The West Virginian insisted that when any drinking was done in the

drug stores at home the whisky and beer were taken as "medicine," which would not be the case in a saloon. She had to leave, however, without the bottle of beer. As it is generally known that Mr. Ebert has been one of the bitterest foes of liquor traffic in drug stores and has even urged that liquors be taken out of the pharmacopœia, the "blind pig" incident caused a good deal of amusement.

Death of a Noted Chicago Physician.

Dr. Ernst Schmidt, father of Fred. M. Schmidt, the well-known druggist, died August 26. Dr. Schmidt was one of the foremost practitioners of Chicago. For nearly thirty years he was at the head of the consulting staff at the Alexian Brothers Hospital. He filled a similar position at the Michael Reese Hospital. In 1879 he was nominated as mayor on the socialist labor ticket and secured 12,000 votes out of 50,000. His entry into the campaign caused the election of Carter H. Harrison, senior. Dr. Schmidt was born March 2, 1830, in Ebern, Bavaria. He came to Chicago in 1857. He interested himself in the "underground railway" and later took the stump for Abraham Lincoln. He gained considerable notoriety by acting as chairman of the defense committee for August Spies and his associates who were hanged for their connection with the Haymarket riot. On his deathbed an in his will Dr. Schmidt requested that there be no religious services over his remains and that only the pall bearers and his four sons accompany the body to the cemetery. His wishes were heeded and there was only a brief musical service, at which selections from "Tannhauser," that were favorites of the dead physician, were played by his friends. Dr. Schmidt often said that modern funeral customs, including the spectacle of a widow's grief displayed before the public, were barbarous. The remains were cremated at Graceland.

The Probable Course of Glassware Prices.

Chicago druggists are anxiously waiting for definite information in regard to prices of glassware for the coming season. The wholesalers claim that the glass manufacturers have failed to effect a combination and that they are quoting prices that vary so much that goods can be bought at almost any price. In other well informed quarters it is asserted that a new price list is being made up that will compel druggists to pay at least 10 per cent. more for bottles. This is said to be due to the fact that the blowers have secured a 7 per cent. increase in wages and that material costs two or three per cent. more. It is certain that there has been a delay in getting out the price list, but the significance of the hitch is not clear here. A war between wholesalers—a rare incident in Chicago—has developed in the glass trade. Humiston, Keeling & Co. and Fuller & Fuller have been cutting prices on bottles in a manner that has caused a good deal of surprise. The cutting began about one month ago and each seemed determined to undersell the other.

Popularity of the Slot Directories.

Slot machines for directories are gaining in favor. Messrs. Wooten, Ebert and Bodemann are among the strongest friends of the device and they claim that it is winning friends at a remark-

able rate. No similar plan, they claim, has been given as ready a reception. There are a number of stores that have a directory lying on the counter just as they did formerly, and some few druggists are opposed to the scheme, but the slot machines are becoming more numerous.

The New Journalism.

During the investigation over the death of E. P. Herrick, a broker who was alleged to have been poisoned by his wife, Hearst's "Chicago American" credited Fred. M. Schmidt with a number of queer statements supposed to have been made at the inquest. Among other things the paper said: "If Broker Herrick came to his death by poison, a vegetable poison must have been used." "Arsenic in quantity sufficient to kill several men was found in the stomach." The paper also announced that Mr. Schmidt was president of the State Board. Mr. Schmidt in reply says: "I am not on the board. I was not at the inquest. I did not see the reporter after the inquest. I said nothing about the inquest to anybody. The whole thing is a pipe dream."

CHICAGO NEWS NOTES.

Seabury & Johnson have opened an office in the Garden City block.

T. F. Wilhelm, of Winteret, Iowa, was in Chicago recently buying goods.

Walter H. Gale, president of the Illinois Pharmaceutical Association, has gone to Europe.

M. J. Lehmann, clerk for Henry Pieper, Minden, Iowa, has bought his employer's stock.

Anderson & Walters, of Eagle Grove, Iowa, are now doing business under the firm name of Anderson, Walters & Co.

Rudolph P. Braun, of 3100 Wentworth Avenue, Chicago, has been succeeded by A. P. Hess, who has a store at 3700 Wallace Street.

Peter Fahrney, the patent medicine manufacturer, recently paid \$18,542 for a 25-foot lot in Plymouth Court, 272 feet south of Harrison Street.

It is asserted in the retail trade that the exodus of residents has never before been so large during the summer, and that trade is dull in spite of the prosperity wave.

J. A. Stewart, of the firm of Callender & Stewart, La Porte, Ind., has purchased the interest of his partner, J. M. Callender, and will conduct the business in his own name.

The State Board has taken up the crusade against opium resorts once more. The members hope that they will be able to secure the passage of stringent laws prohibiting the indiscriminate sale of cocaine, morphine, etc.

Mr. Shipley, of Shipley & Co., Spencer, Iowa, and George Bender, of the same place, who attended a conclave in Buffalo, made many purchases of wholesalers on their return trip through Chicago.

From 8 o'clock in the morning of September 2 until midnight Englewood was without telephone service. The trouble was due to repairs on two big lead sheathed cables at 67th Street and Wentworth Avenue.

Margaret Fisher, a stenographer, drank poison early in the morning, August 22, in Marshall's drug store, at 35th Street and Cottage Grove Avenue. She was taken to the Baptist Hospital and may recover.

These delegates have been chosen to represent the Chicago Retail Druggists' Association to act as delegates at the N. A. R. D. convention in Detroit: George A. Graves, L. K. Waldron and John S. Straw, chairman.

The veterans will hold their next regular meeting at Heinrich Biroth's residence in Blue Island, September 21. In addition to the regular routine business Mr. Bodemann will read a memorial on Dr. D. R. Dyche's life and character.

Attention has been called to the great number of men and women who are ending their lives in Chicago by drinking carbolic acid. In order to put a stop to the evil it has been suggested that something be printed on the label in regard to the intense agony suffered by those who take the acid internally.

It is said that an addition to the pure food law is proposed, giving the Illinois Commissioners power to condemn soda fountains that are not provided with sanitary fittings. A local paper contained a write up of the matter recently and spoke of the manner in which the syrup "corroded" its receptacles. The reporter evidently did not notice that most of the syrup holders are of glass.

G. A. B. week, with its hundreds of reunions, brought out of town druggists, almost without number, to Chicago. Among the visitors were Horace O. Hurley, of Louisville, Ky., Messrs. Green and Bently, of Okaloosa, Iowa, and J. H. Grumm, of Parkersburg, W. Va. Wholesalers generally say that business has been lively, and that orders have been pouring in at an unusual rate.

Frank E. Elliott, night clerk at Stolz & Grady's drug store, 104 North Clark Street, is under arrest on the charge of having stolen \$2,000 worth of goods from his employers. It is alleged that the thefts have gone on for a long time. About \$200 worth of the goods were recovered at the house of Cora Wilson, 159 Indiana Street. Peter St. Clair, an alleged crook, was arrested as an accomplice.

OHIO.

A Bold Theft.

Cincinnati, September 5, 1900.—Drug circles were recently perturbed by an unusual sensation. A few days ago while Charles Wiebold, who has charge of Hollenbeck's Pharmacy at Eighth and Baymiller streets, was counting cash on the prescription counter he noticed a nicely dressed girl pass a nearby hallway. He thought nothing of the incident, and a few seconds later went to the front of the store to wait on a customer. Before leaving the prescription case, however, he placed the money in a large leather bag used for the purpose, and deposited it behind an ointment jar. When Wiebold returned to the prescription case the bag of money—nearly \$100—was gone. The girl, who belongs to an excellent family, was at once suspected of the theft. She became indignant when Wiebold accused her, and threatened a suit for damages for defamation of character. After a long discussion the girl admitted that she had seen a colored man enter the store. Chief of Police Deitsch was notified of the robbery, and detailed detectives on the case. The Vidocqs soon forced a confession from the girl, who admitted that the sight of the money was more than she could stand, and she took it. The parents and other relatives of the girl were shocked when they learned the truth. Pharmacist Hollenbeck was satisfied to get his money back, and for the sake of the girl's future her name did not become public, and she was not prosecuted. The case caused much comment in drug circles, as "pill rollers" generally are not making so much money that they can leave it lying around loose. Others will profit by Mr. Hollenbeck's experience and watch their coin of the realm more closely in the future.

Western News Notes.

B. W. Damin has bought out the interest of his partner, Mr. Ensign, at Chattanooga, Tenn.

Miss Minnie Hargis, the successful woman pharmacist of Pensacola, Fla., passed through here recently on her way to Niagara Falls and other resorts.

Dr. W. H. Humphreys, the popular pharmacist at Yellow Springs, Ohio, has returned from a delightful trip to the Paris Exposition and other places of interest in Europe.

A sad incident of last week was the death of John E. Wents, the well-known druggist of Dayton, Ohio. His wife died last October and his son, Albert, a short time before that.

Charles Ridgeway, the clever young pharmacist of Yellow Springs, passed through the Queen City yesterday en route to Winfield, Kan., to visit friends and relatives whom he has not seen for a long time.

Dairy and Food Commissioner Carothers has been making a crusade recently against grocers and liquor dealers, who, he claims, have been dispensing adulterated vinegar and various kinds of liquor.

T. H. Dunn, the well-known druggist of Bainbridge, Ohio, has been recuperating for several weeks at Sulphur Lick Spa, Ohio. He is one of the wise pharmacists who believe in taking an occasional rest from business cares.

The elegant residence of John Keeshan, the veteran druggist, was recently the scene of a lawn fête given for the benefit of St. Lawrence's Church. Many of the most prominent citizens of Price Hill and other portions of the city were in attendance and enjoyed the nice affair.

W. F. Warning, a well-known pharmacist, who is popular with members of the craft, has branched out for himself by opening a drug store at Blanchester. This thriving little city already has two pharmacies, but Mr. Warning thinks that there is room for just one more.

Rudolph Meyers, who clerked in a number of local pharmacies for years, is said to have struck it rich in the Alaskan gold fields. He left Cincinnati about three years ago with a party of explorers with little money and a strong heart, and his legion of friends will be pleased to know that he has an interest in a paying claim.

Most of the down town pharmacies are enjoying a nice soda water business during these hot days, notwithstanding the fact that a grocer has advertised to dispense two glasses of ice cream soda for a nickel. The druggists have not cut prices, as they claim that there is little enough in ice cream soda at five cents a glass.

MICHIGAN.

Detroit Druggists' Busy Season.

PREPARING FOR THE N. A. R. D.

Moving to Stop a Rate War.

Detroit, Sept. 6.—The down town drug stores have reaped a harvest the last two weeks. The Knights of Pythias convention, Labor Day and the letter carriers' convention, all following one after another, have kept the excitement up down town, and the hot weather did the rest. Several of the stores had to keep open all night in order to keep up with the demand. Outside the business district things are rather quiet than otherwise. Wholesalers and manufacturers express themselves as satisfied with the outlook. The local association of retail druggists are hustling to see that everything is in readiness for the N. A. R. D. convention, soon to be held here. An enthusiastic meeting was held last Tuesday to consider ways and means, and considerable was accomplished.

There is a movement on foot looking toward the stopping of the latest cut rate outbreak in Detroit. At present the success of the movement is doubtful. The only redeeming feature of a cut rate war where prices are quoted below wholesale lists is that it contains the elements for its own destruction, and better prices than before may be looked for in the reaction.

Champagne Corks.

Champagne corks of the finest quality cost about a cent a piece wholesale. To the eye of the ordinary observer they do not greatly differ in quality from other corks, but, as a matter of fact, they are in a great many ways peculiar. The great champagne houses often engage the whole output of cork-cutting establishments in Spain and Portugal. These corks must be of the best bark, and the most skillful cutters are employed in their manufacture while the same is true of all corks used with the finer wines. There has been a marked advance in the manufacture of corks within the last twenty-five years, but champagne corks are made just as they were when the first champagne was bottled. Less than a generation ago the idea of a cork-cutting machine was scouted. Now most of the corks used for ordinary purposes are made by machinery, and they are turned out by the million at such prices that the hand-cork cutters of this country have been almost entirely driven out of business.

The reason for making champagne corks by hand is curious and interesting. The cork machine is provided with circular knives of razor-like edge. Now, the crude cork is so rough and hard that if it were applied to one of these rapidly revolving knives the knife would at once be ruined. So crude cork that is to be cut by machinery must be softened in a steam vat. It comes out almost pulpy, and cuts like cheese. But the steam takes all the "life" out of the cork. Its elasticity is gone, never to be recovered, and when the machine cut cork is driven into a bottle the cork tends to shrink and permit leakage. Furthermore the machine made cork is mathematically round, while the necks of bottle are more or less irregular. As the machine made cork has lost its elasticity its smooth, round surface cannot swell out to fill any irregularity in the neck of the bottle, and here is another source of leakage.

The hand made cork is quite a different affair. The crude cork to be cut by hand is first soaked in tepid water until almost ready to swell. It is then taken out and turned over to the cutter. Spanish cork cutters use three knives. One is a long curved knife arranged with a gauge for regulating the size of the piece of cork to cut off. This knife is used for cutting the cork into long strips. Another and smaller knife cuts the strips up into blocks, and a third and very sharp knife is used for producing the finished cork. This knife has a blade of fine steel nearly hidden in a jacket of iron. The iron pocket is to give the knife rigidity, and the cork cutter applies, not the knife to the cork, but the cork to the knife. He rests the knife on the edge of a table and presses the cork down upon the blade. The tendency of this is to curve the blade, and a curved blade would produce a hollow cork. German and American cork cutters use a thin knife, which comes from the factory straight, but is bent by the cork cutters themselves. The curved side is turned up in working, and the result is that the kink straightens under the pressure of the cork, and the latter is cut straight and not concave. The cork cutter always has a whetstone on his table and a strap upon his knee. He applies the knife to the strap after each cork is cut, and less frequently to the whetstone. Cork has

a peculiar power of dulling the sharp steel with which it is cut.

Hand made corks retain their elasticity, and not being mathematically round, they easily snug themselves into the irregularities of bottle necks. Before being driven into a bottle of wine the cork is soaked in water, and then moistened with wine. It goes in tight, absorbs some of the wine, swells, and remains swollen. When corks have been much handled in cutting, they are washed clean in a weak solution of oxalic acid before being used.

This country receives the best corks, as of everything else European. Thousands of men, women and children in the mountains of Spain and Portugal are busied in cutting cork. It is a domestic trade, and it occupies whole villages. Agents from the factories and export houses of Seville and Lisbon go through the mountain village each year buying up the corks in enormous quantities.

The agent of an importing house in this city cabled the other day that he had just returned from the Sierras after having purchased 10,000,000 corks. The corks as purchased in the native villages are of all sizes and qualities. They are sorted in the cities, baled in gunny cloth, paper, and gunny cloth again, and shipped to this country by the ton. Once here, many of them are recut by hand at the rate of twenty gross a day. So fastidious are some bottlers that the cork importers have to keep in their employment several cork cutters to recut such corks as do not suit customers.

Immense quantities of crude cork are brought into this country and cut by machinery. The crude cork varies from half an inch to two and a half inches in thickness, and it is of many qualities. The finest quality is cut up by hand into wine corks; the cheaper qualities are cut by machinery into "soda corks," cork soles, and what not. There is an enormous sale for small corks such as are used by druggists, and tons of cork are used every year in eye-glass dips. Only the finest cork is used for this purpose, and it is difficult to obtain a proper quality.

There survive in this city a few hand-cork cutters who still contrive to make a sort of living in competition with the cork-cutting machines and the peasants of Catalonia. One of these men hangs out a curious sign in an east side street. It is a glass case containing the model of a house all of cork. It is possibly the house that Jack built, for there are bits of cork to simulate bags of grain. The factory is a shed in the rear of an ordinary dwelling house. Here, with the aid of some simple machinery, the cork cutter manages to eke out an existence. His chief grievances are the competition of machinery and the problem of disposing of the waste. Light as cork is, tons of clippings accumulate, and although various uses have been discovered for this refuse, it brings little or nothing when sold, and constantly accumulates to the embarrassment of the cork cutter. There is a comfortable little fortune for the man who shall devise some really profitable use for cork clippings.

Cork growing in Spain and Portugal is an extremely precarious business, and it demands considerable capital. Only the other day a man in New York was seeking a partner with \$100,000 to put into a cork forest in Spain, with a lease of 150 years.

Drummerdom.

Contributions for this column are invited. For available articles dealing with the news of traveling salesmen payment will be made.

Our Portrait Gallery.



GEORGE G. STROTT,
Traveling Representative of Seabury & Johnson in the States of Pennsylvania, West Virginia and Ohio.

George G. Strott, whose picture is here shown, represents Messrs. Seabury & Johnson in Western Pennsylvania, West Virginia and Eastern Ohio. He is one of the recent additions to their list of traveling salesmen; he is a hustler, keeps going, makes lots of friends and bids fair to become one of their permanent men. Mr. Strott makes his home in Allegheny, Pa. Before taking his present position, Mr. Strott served fifteen years of his life in the store of Fred. H. Wherle (the colleague of Prof. Bunsen at Heidelberg University) as apprentice and assistant. Under such an able preceptor he had a chance for rapid advancement, of which he availed himself, attending and graduating from the Pittsburg College of Pharmacy in the class of 1894. After leaving Wherle's employ he was with the Dixon Drug Store, Allegheny, until, desiring to get away from behind the counter, he accepted his present position. Mr. Strott is thirty years of age, a good-looking fellow, congenial and pleasant to the degree of making friends with all with whom he comes in contact.

Henry Miles, the Canadian representative of Seabury & Johnson, is in the city. Other travelers who have been in town lately are Edward H. Buehler, who looks after Schieffelin & Co.'s Chicago interests; Henry Thornton, representative for Parke, Davis & Co. in Pennsylvania and New Jersey; George E. Reed, representative of the same firm in Philadelphia, and C. W. Walker, another of the firm's travelers in Pennsylvania.

BUFFALO. The fall season for the traveling man is about open now and the trade is ready for him, reports being generally of good sales all along the line. Seabury & Johnson send J. S. Marvin through this territory, as he is a resident of Buffalo and knows the people.

Mrs. Jennie L. Harvey, who went on the road some time ago as the only opening that would enable her to support her children, was patronized on that score for a while, but is now received entirely on her merits, as she is very efficient, being the regular representative of the Rowell Box Factory, of Batavia.

One of the traveling men that is always

welcome and whose sales show it is C. N. Walton, representative of the Blackstone cigar of Walitt & Bond, of Boston.

R. L. Tye, who has been the representative of Merck & Co. in the Buffalo territory this year, has made his first fall round and booked the usual goodly amount of orders.

G. A. Fuller, who is reckoned one of the prompt members of the traveling fraternity, was in Buffalo on time late in August, selling the "Ed. Pinaud" perfumes of Victor Klotz.

One of the occasional visitors in the food preparation line is A. G. Singleton, who travels for Armour & Co.'s beef extracts. He is due at this writing and some of the druggists are anxious to see him.

Another member of the trade whom we do not see every day is George C. Shirts, representative of the Grand Rapids Brush Company, who has just made the Buffalo circuit.

Parker, Stearns & Sutton send us G. W. Corning during the last half of August, selling their specialties, for which he has worked up a very creditable trade.

F. W. Buescher, manager of the Buffalo branch office of Parke, Davis & Co., has lately returned from a vacation trip to Chautauqua and Alleghany Springs, Pa. Thomas Booth, the assistant, has gone to pay a business visit to the home establishment.

ROCHESTER. Our old friend, F. P. Hinkston, is demonstrating to the public the superiority of the goods of Bruen, Ritchey & Co., of New York City. He is also keeping up his reputation as a first-class salesman.

Edward Montague is showing a delicious line of perfumes from Lazell, Dally & Co. Mr. Montague spent several days in Rochester, and has reason to be proud of his August sales here.

Charles J. Sohn, the able representative of Loudon & Hill, Philadelphia, dealers in chamois skins, parchment, corks, sponges, &c., manages to lead a stirring life and travels much if not widely. His last call on the Rochester drug fraternity was a profitable one to all interested.

Two of the representatives of Merck & Co. were in town recently. Robert L. Tye, who represents the chemical department of that house, and A. W. Stewart, who is looking after the market reports.

E. M. Haswell, the agent of Walker & Gibson, Albany, was at the Whitcomb House last week with a fine line of druggists' sundries and fancy goods. Many of the local druggists laid in a stock of holiday goods for the coming season.

Wayte A. Raymond showed us a fine line of toilet brushes this month. He is still with Alfred H. Smith, of New York City, and his regular calls here are events to be looked for.

When Lehn & Fink secured the services of A. C. Randall to represent them in this territory, they did a good thing for the trade and for themselves also. Mr. Randall appears to be the right man in the right place.

F. L. Washbourne is in town at this writing in the interests of W. J. Bush & Co., of New York City. Mr. Washbourne is always sure of our best orders for his line of goods.

B. I. Hicks, another representative of Lazell, Dally & Co., is now in town with the special holiday line for 1900. It seems a long time before Christmas, but yet the dealers are already putting in their holiday stocks.

R. E. Service follows up his laconic announcement of "27th to 30th" and brings a complete line of druggists' glassware and sundries from John M. Maris & Co., of Philadelphia and New York.

A. Bateman, representing Bauer & Black is hustling for his firm and living up to his reputation for getting there with the druggists.

H. Reichers looks well to the interest of the firm of George Leuders & Co., with whom he has been for some time. His recent visit to

Rochester was productive of much mutual good.

M. W. Joslyn represents the Eastern Drug Company, of Boston. He reached Rochester the 28th on his Western trip.

A. J. Mansell does not allow the time to go to waste when he is upon business bent, and Peek & Velsor, of New York, have several large orders to fill for Rochester customers as a result of his visit here.

Mr. Macy, of Dodge & Olcott, New York, is a walking encyclopedia of facts and information concerning ruling market values of goods in his line, and well equipped with the knowledge and tact that go to make a successful drug salesman.

Joseph S. Keller greeted us with his pleasant smile this month. He comes from the Hygienic Chemical Company, of New York.

Frank L. Williams carries a complete line of samples of the goods of the Tyer Rubber Company, Andover, Mass. Rochester was honored by his presence the first of the month and intrusted to him some of its best orders.

The Hodgman Rubber Company is not to be outdone by any rival concern, and therefore sends us Edwin M. Barrett, who is successfully competing for the orders of the local trade.

Our old friend, C. M. Badgley, is with us once again on business for Charles Pfizer & Co.

Mr. McMullen, who represents the fancy goods department of McKesson & Robbins, New York, was another who began his September work in this city. The trade is beginning to brighten up after the summer lull and soon we shall be launched into the fall hurry, and it will be welcome.

Among those whose announcements we have received are S. F. Davis, who asks us to wait for him. He comes from Wm. H. Horne & Bro., of Philadelphia; F. E. Marvin, who carries the unsurpassed goods of Colgate & Co., and J. M. Baird, of the Charles E. Hires Company, who is scheduled to appear on the middle of the month.

BOSTON. W. F. Chase has been in town and in spite of the summer heat did a brisk business in the interests of Silver & Co., of Brooklyn, N. Y.

John Kerr is on his rounds, ably representing the Detroit Dental Manufacturing Co.

L. M. Sessions is an old friend in this section and his work for the Fraser Tablet Manufacturing Co. is always the kind that counts.

C. B. Kingsley has been canvassing this part of the country for the Pyrofebrin Tablet Co., of Northampton, Mass.

W. H. Heineman is still on the march, booming the plasters of Bauer & Black, of Chicago.

Edwin McGill, the popular drug salesman of Lehn & Fink, New York, has been in town.

Mr. Bartlett, president of the Orangeine Co., has been enjoying an outing and finds yachting quite to his taste.

Mr. Kutnow has been representing Kutnow Bros., New York, and demands for their specialty, effervescent salt, have been in order.

F. M. Decker is an old friend to the trade, and J. W. Wyeth & Bros., Philadelphia, are well represented by this valuable knight.

E. Lowe is still on the jump letting the world know the value of the goods of his house, Fries Bros., New York.

G. B. Evans has been showing us some of the most attractive druggists' sundries that can be produced in the State of New York, and he reports trade prospects in these parts most promising.

G. W. Capen, representing the firm of Geo. W. Capen & Co., has made Boston folk open their eyes. He certainly has unique lines in his novelty specialties.

J. B. Torin, manager for Allen & Hanbury's New York branch, has just returned from a visit to the trade.

E. K. Sherman keeps off the flies and keeps business moving at a rapid rate. He ably represents Bell & Co., New York.

E. Fougera, New York, are still kept in touch with the Boston end by the old reliable, Rudolph Wirth.

T. J. Hannon, who looks after the road work for C. P. Whittle & Co., of this city, is at Syracuse, N. Y., for a week's vacation attending a gathering of Sons of Veterans.

Mr. Hannon is prominently identified with this order.

Henry Spavin, with James W. Tufts, returned from his vacation last Wednesday. He spent the most of it in side trips, but ended his playtime with an excursion with a masonic organization.

Geo. F. Fosdick, one of the New England representatives of James W. Tufts, is at the White Mountains.

F. A. Partridge, a New England salesman for James W. Tufts, spent his vacation with his family on the coast of Maine.

PHILADELPHIA. It is with sincere regret that we note the death of Eugene Haverstick, one of the resident agents for Colgate & Co., of New York. He was one of the most popular young men in the drug trade, and we feel that we have sustained a personal loss in his death. We extend our heartfelt sympathies to his parents, and in doing so feel that we express the feelings of all who knew him.

Mr. Bauer, of the firm of Bauer & Black, of Chicago, recently honored us with a visit, and expressed himself as being gratified with the steady increase of business in this territory, due, no doubt, to the sterling worth of his line and the energetic endeavors of his agent, the accomplished Mr. Elston.

Charles M. Edwards, of Gilpin, Langdon Co., has returned from a trip to Maryland, and is doing stunts among the coal regions of Pennsylvania.

Clarence W. Elston, who ably represents Bauer & Black in this territory has gone on a brief visit to the home office in Chicago.

Rudolph Wirth dropped in on us on his way to Pittsburg, and we loaded him with orders for Fougere & Co., of New York.

D. E. Bransome, the tireless representative of Johnson & Johnson, has returned from a well earned vacation, and while we notice no appreciable increase in his avoirdupois, there would be a decided enlargement of his mental department if he knew how we missed his cheerful visage.

A. B. Willson, of Ungerer Co., of New York, has been enjoying a brief visit to his family, who are summering among the malaria of Eastern Shore, Maryland.

W. C. Hodges, of the American Water Sterilizing Co., of this city, is visiting the trade and taking a large number of orders.

Our genial friend, Captain Walter Collings, city salesman for Hance Bros. & White, who has been summering out on the Reading road, has returned to his home and feels ready to do a big business for his firm.

CINCINNATI. A. M. A. Browne, a hustler from Hustlersville, was here last week in the interest of Bauer & Black, of Chicago.

Bob West, the clever salesman in the employ of Hale, Justis & Co., spent his vacation at his old home in Indiana.

A clever drummer, who was here this week taking orders for E. Kessling & Co., was Mr. Cowling. He sells optical goods.

Local jobbers and leading retailers recently received a call from Mr. Richter, the affable and urbane representative of the American Lead Pencil Company.

Col. Max Fuchs, manager of the sponge department for the Stein, Vogeler Drug Company, has sent his local friends a number of nice presents purchased at the Paris Exposition.

George Winckler, one of the popular hustlers for George Borgfeldt & Co., lugging more trunks than Tod Sloan owns, was here this week calling on his many customers. He did nicely.

J. F. Wooley, representing William Schimper & Co., of Hoboken, was in town this week selling druggists' fancy metal goods and other up to date novelties. He got many orders.

C. E. Nidetzky, the well-known commercial tourist employed by C. F. Rump & Sons, displayed a fine line of druggists' sundries at the Burnet House last week. He reported a nice business.

Henry C. Breher, representing Heininger, Unger & Co., was a recent guest at the Hotel Emery. In the parlors he displayed a rare line of valentines and other wares that help retail druggists to pay the rent and other expenses in these days of strong competition.

M. Manseel, one of the most popular traveling salesmen who "makes" the Queen City on his various tours of the country, is here now representing Leouli, Clonney & Co., the well-known New York dealers in sponges and chamolas. He is enjoying a nice trade, so he says.

CHICAGO. A. E. Remick, manager of the Chicago office of W. R. Warner & Co., is away on a vacation.

B. C. Hartz, of Hartz & Bahnsen, wholesale druggists, of Rock Island, Ill., made several visits to local offices on his return from a trip in Northern Michigan.

C. A. Barnett, Iowa representative of Hance Brothers & White, starts out on his fall trip this week, after having laid in a stock of fish stories in Michigan, where he spent a vacation.

Howard N. Jordan and J. F. Hopkins, Michigan men for Morrison, Plummer & Co., and C. F. Yates, Wisconsin representative for the same, all visited the home office during G. A. R. week. They report business as excellent. W. G. Taylor, in charge of the sundry business in the West for the same firm, is coming in this month. He has been gone since January, having visited the Pacific Coast. He was last heard of in Omaha, and has been showing to full houses all the time.

John Fritsch, of the Stein & Vogeler Drug Company, of Cincinnati, was in town recently.

Frank W. Ward, of Fortune, Ward & Co., Memphis, wholesalers, is to be married in a short time and is expected to visit Chicago on his wedding trip.

Searle & Hereth have set apart Thursday, September 6, as "Huyck Day," in honor of Oscar Huyck, city salesman. Invitations have been issued to all customers of the firm to come around and "bowl up." Mr. Huyck will preside at the punch bowl, and good stories without number are promised.

Two of Armour & Co.'s men, A. C. Thorssen, representing the beef extract and digestive ferment department, and H. J. Diecks, from the New York office, 182 Duane Street, have been making things lively around the offices of those who are connected with the drug trade. Mr. Diecks is here conferring with the heads of the main office.

CLEVELAND. E. A. Coffin, of Ladd & Coffin, importers of Lundborg's perfumes, is calling on the trade.

W. L. Thompson, representing C. J. Van Houten & Son, is interesting the druggists in having soda fountains with a fine line of cocoas and chocolates.

F. D. Wiseman is calling on the pharmacists in the interests of Frederick Stearns & Co., of Detroit.

Leo Lederer, representing B. J. Johnson Soap Co., Milwaukee, Wis., is calling on the druggists.

G. C. Healey, representing "J. & J." is calling upon the pharmacists of this vicinity with a full line of cottons and surgical goods.

J. M. Wamsley, agent for the Hay Hair Health Co., is calling on the Cleveland trade.

E. C. Fowell, representing Schieffelin & Co., in their chemical and pharmaceutical department, will call upon the trade this week.

Mr. Blitz, of J. Ellwood Lee Co., is visiting the drug trade in the firm's interests.

Apotheken-Inspection in Germany.

In Germany there exists a great difference between the apotheker and the medical droguerie. A droguerie can be opened anywhere the same as any other shop, but the number of apotheken or pharmacies is regulated by the State. Apotheken can only be opened and carried on by qualified apothekers. The regulations under which the apothekers work are very strict and exact, but are as much in their own interests as in that of the public. The rules laid down deal with prescriptions, retail trade, and the sales of poisons in particular. A feature of German pharmacy is the State visitation or inspection of pharmacies. These visitations are carried

out by the various States of Germany on a general plan which varies in small details in different States. The visitation takes place once in two or three years, when a business is started or sold, and when any important alterations are made in the premises. The inspector is either an apotheker or a doctor, and his visits are paid without any previous notice. First, the inspector goes through the various business premises to gain a general idea of the place, and then proceeds to enter into details. He notes the condition and arrangement of the rooms, and sees that the required number of pharmaceutical utensils is provided and that they correspond to the official requirements. Having satisfied himself that the still, drying cupboards, sieves, and other requirements are in good order, he tests the scales and weights, any not coming up to the official requirements being at once confiscated. The inspector sees that the potent and ordinary drugs are properly stored and labeled, and examines each bottle and drawer, keeping a sharp eye for any dust or cobwebs. The drugs are then submitted to various tests. First the sp. gr. of all the fluids are taken according to the Ph. G.; then he determines, for example, the amount of arsenic in liq. arsenicalis and titrates the standard solutions. Stores which are found to be inferior or bad are destroyed at once, or, in case of protestation from the apotheker, they are held over for further examination. Having proceeded thus far the inspector examines the pupils, questioning them in all branches of their profession in order to determine whether the employer is properly instructing them. The assistants are also questioned to see that they are properly qualified. The books and accounts are produced, the latter being examined to ascertain whether preparations and drugs which the apotheker ought to prepare have not been obtained ready made. With the help of the district physician the inspector's report is drawn up. Protests are noted, and particulars of any alterations to be made are mentioned and a note given of the condition in which the business was found. This may be good, bad or faulty, or it may be a word of praise. The report is signed by the visitor, the physician, and the owner of the apotheker, and handed on to the medical authorities. A visitation of this kind lasts from one and a half to two days. If the business is found to be in an unsatisfactory condition the visit may be repeated within a certain time. If it is found that there are many infringements of the regulations for carrying on the business the owner can be prosecuted, and, if found guilty, punished. The district physician, it may be added, checks the correctness of the report, and has to see that the alterations suggested are carried out.

This State control, unpleasant as it may appear, gives the public great confidence in the German apothekers, and on the other hand secures for the apotheker a respect such as is enjoyed in no other country. The apotheker is also assured of a good living at his business.

Drogueries are visited by the police authorities, but their inquiries are limited to the general conduct of the business and to seeing that the druggist does not sell goods which may only be sold by an apotheker.—"Chemist and Druggist."

As to Sight Drafts.

The average business man is possibly too apt to overlook the effect of little things. It may be that he permits the draft made by a creditor for a matured account to go back unpaid, for lack of funds, carelessly giving the bank as a reason "Amount not correct," or "Not due." Again, he orders it returned because of a petty claim against his creditor, or, perhaps more frequently, gives that as the reason for non-payment when there is another cause. Most business houses send a notice of a draft to follow by first rendering a statement of account, showing details, the maturity of various bills being emphasized, and asking that a remittance be made, or the draft honored. Some houses notify their customers in other ways, and, as a rule, ample time is given for a reply to reach them, so that a payment or a claim can be duly considered before the draft goes forward.

Under these conditions it certainly is wrong to permit a creditor's draft to be returned, for he has shown you the courtesy that is due from one business man to another, and naturally expects similar treatment at your hands. However, if one has been careless and not prepared for the draft, which would have been withheld, upon proper and sufficient excuse being given, it is better to give frankly the true reason, or to make some arrangement to protect the draft, whether correct or not, trusting your creditor to make good your claim. He, having trusted you with his goods, is justified in expecting you will rely upon him to correct some trivial difference.

It should be borne in mind that the handling of a matured account by a creditor is attended with expense, consequently you put him to unnecessary expense when you permit his draft to go into the bank's hands, only to be refused. Nor is this all. His books show plainly whether you are in the habit of honoring a draft or not, and your credit is affected accordingly. It rests with you, whatever you do, to be entirely frank with a creditor, and if you refuse payment for lack of funds in hand to-day, say so. Your creditor appreciates and trusts frankness. If for other cause, tell it, and follow promptly the draft's return with a letter of explanation, and, if possible, show your disposition to "tote fair" by remitting (not by check, which will throw extra expense on him, but a bank draft on New York or St. Louis, or a money-order) for such amount as you can spare.

The merchant who looks after these little details in a conscientious manner is sure to win friends, and receive concessions and generous treatment to a degree which the man who is careless about them cannot hope for. The value of credit was never greater than to-day. It is at a premium, and your holdings of this commodity will fall below par if little things are ignored.—"Bulletin of Pharmacy."

Where to Buy White Poppy Seeds.—

F. W. D.—These can be purchased through any large firm of drug brokers, Stallman & Fulton, 10 Gold street, New York, for example. One of the largest direct importers of the seeds is Henry Nordlinger & Co., 81 Front street, New York. In quantity lots the seeds are quoted 5 cents per pound.

The Drug and Chemical Market.

Review of the Wholesale Drug Trade.

It should be understood that the prices quoted in this report are strictly those current in the wholesale market, and that higher prices are paid for retail lots. The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

Sept. 8.

TRADE in the several departments has ruled exceedingly quiet during the past fortnight, and the business results of the period have not been altogether satisfactory, though the tendency of prices has been mainly in the interest of sellers, and the price fluctuations of the interval have been of a higher character. The demand for round lots has been below the average, and while most of the inquiry has been for small parcels, the contributions in the aggregate have been fairly liberal, and with the close of the present month importers and jobbers are looking forward to a material increase in the distribution of stocks to supply fall and winter necessities.

DRUGS.

Arnica flowers are not given any particular attention at present, but holders are firm in their views, with such sales as are making at 9½c to 10½.

Balsams: Copaliba is jobbing fairly within the range of 34c to 36c for prime Central American and 40c to 42c for Para. Fir, Canada, continues in firm position, and held at \$2.40 to \$2.45. Peru is in slightly improved position, and holders are indifferent sellers at the range of \$1.30 to \$1.35. Tolu continues dull at nominally unchanged prices.

Barks: The market for the different varieties of medicinal barks continues firm in tone, and quotations are higher in some instances. Cascara sagrada has appreciated to the extent of ½c and is now quoted at 5¼c to 6¼c, while sassafras is maintained at 12c.

Buchu leaves, short, continues scarce, and the limited supply available is held with some show of firmness at 18c to 20c.

Cacao butter continues to appreciate in value, and higher prices were obtained at the recent Amsterdam sale, or say the equivalent of 43c, and local holders now quote 43½c to 44c for bulk.

Cantharides is neglected at the moment, but values are steadily maintained on the basis of 54c to 55c for Russian and 50c to 55c for Chinese.

Chamomile flowers, new crop, Roman, offer at 20c, with sales reported at this range.

Coca leaves continue to reflect an upward tendency, owing to reported crop shortage, and quotations for Truxillo are

steadily maintained at 22c to 25c, and Huauuccho at 32c to 35c.

Cocaine has continued to harden in value under the influences noted in our Market Review for some months past, and the agents of foreign manufacturers on the 7th inst. further advanced their quotations to the basis of \$6.00 to \$6.20 in bulk and \$6.05 to \$6.25 in ounces.

Cod liver oil, Norwegian, continues to meet with a fair jobbing inquiry, and values are well sustained upon the basis of \$24.50 to \$27.

Cubeb berries are not quotably lower, though the tendency of the market appears to favor buyers, and we hear of some sales down to 14c for XX, though 15c is generally quoted.

Cuttlefish bone is given little or no attention at the moment, but, with the limited supply available under good control, holders maintain their limits at 20c to 27c for prime Trieste, 17c for French, 85c for jewellers' large, and 35c for small.

Ergot, German, is offered a shade more freely, and sales are making in some instances down to 43c; Spanish continues to offer at 65c to 75c.

Damiana leaves are slightly easier, owing to recent arrivals, and 8¼c to 9½c is now quoted as an acceptable figure.

Digitalis leaves are quoted higher to arrive, 9c to 9½c being named for new crop leaf, while spot stock is maintained firmly at 11c.

Manna continues scarce, and unfavorable reports regarding crop conditions influence a higher market, with 65c to 75c quoted for large flake and 35c to 37c for small, an advance of 2c.

Menthol yet offers at \$2.65 to \$2.70, and the demand continues active.

Nux vomica is maintained in firm position, owing to stronger advices from primary markets, but our quotations will yet buy.

Opium has sold to a moderate extent in jobbing parcels, but speculative interest is entirely lacking, and there is a disposition in some quarters to force the demand by price concessions, a cut of 2½c being announced by some competing dealers, \$3.25 having been accepted for a case purchase and broken packages quoted at \$3.27½ to \$3.29½ and powdered at \$4.10 to \$4.15, as to test and quantity.

Quinine has strengthened slightly during the interval, owing to a continued good demand. Supplies in the hands of outside holders have been nearly all ab-

sorbed, and manufacturers are accepting orders with some show of reserve, refusing, in instances, to accept additional contracts. The agents of foreign manufacturers are firm in their views at 36c, while 37c is the lowest quotation named for bulk domestic and 35c for Java.

Santonin is maintained in firm position, but domestic manufacturers have not yet raised their price to the 10c advance announced by foreign makers.

Storax is in small and closely concentrated stock, and prices are maintained firmly at the range of 18c to 20c for barrels and cans, respectively.

Wax, bees, continues scarce, and in demand, with yellow bulk quoted at 28c to 32c.

White Canella bark is in very limited supply, and values are tending upwards, with 14c generally quoted as inside.

DYESTUFFS.

The demand for the various varieties of dyestuffs continues of average proportions, and the tone of the market is firm, with prices generally as last quoted.

CHEMICALS.

Alum is well maintained at \$1.75 to \$1.85 for lump and \$1.85 to \$1.95 for ground per 100 lbs.

Aqua ammonia is offered lower from the hands of the manufacturers by the sulphate process, in competition with the gas works product, and drums or carboys 16 degrees are now quoted at 3c, 18 degrees 3½c, 30 degrees 3¾c and 28 degrees 5¼c, in carload lots. Three-quarter cent must be added for lots of less than 10 carboys.

Bismuth preparations are without special change. The demand is confined within jobbing limits largely, though orders are being received from the consuming trade to a considerable extent as well, and prices are maintained steadily at our revised quotations.

Boric acid, crystals, are maintained steadily at manufacturers' quotations, or say 10¾c to 11¼c; powdered held at 11¼c to 11¾c.

Chlorate potash is selling fairly in a jobbing way at unchanged quotations, 8¾c to 10c being named for crystals and 9c to 10½c for powdered, as to quantity and quality.

Citric acid is less actively inquired for as the season advances, but quotations are steadily maintained at the range of 40c to 40½c for domestic and 38½c to 39c for Sicilian.

Formaldehyde is passing out steadily into channels of consumption at the quoted range of 16c to 17c, as to quantity, less the usual rebate.

Oxalic acid has been in slightly improved demand with the sales at 5¾c to 6c for English.

Sodium sulphate is in limited supply, and values are maintained firmly at the range of 65c to 95c per 100 lbs.

Tartaric acid offers at a slight decline in some instances from the hands of outside holders, but manufacturers con-

tinue to quote at the range of 32c to 32½ for crystals and powdered.

ESSENTIAL OILS.

Almond, sweet, has been advanced in the interval, and 50c to 54c is now quoted for true oil, the outside figure for Allen's.

Anise is without special change of consequence either as regards price or demand, the wants of the trade being met at \$1.50 to \$1.60.

Caraway reflects the firmer position of the seed, and holders now ask \$1.15 to \$1.50 as to quality and quantity.

Cassia is meeting with increased inquiry, and values are firmer at 85c to 95c as to quality.

Cubebs is in better control owing to depleted stocks, and holders have advanced their quotations to 95c to \$1.10.

Lemon and other Messina essences are firmer, and quotations are generally higher with lemon marked up 10c.

Orange is easier, and sales are making within the range of \$1.55 to \$1.65, the outside figure being for Sanderson's.

Pennyroyal is easier, and values have declined owing to more liberal receipts of stocks; sales at \$1.15 to \$1.25 as to quality and quantity.

Sassafras has sold actively since our last, and holders have advanced their quotations to the range of 37½c to 40c and upward. Artificial is also higher, 34c to 35c being now named as to quantity.

Wintergreen is not coming forward in any appreciable quantity, and holders are firm in their views at \$1.40 to \$1.60 for natural and 52½c to 55c for artificial.

GUMS.

Aloes are attracting rather less attention, and Curacao is fractionally lower under the influence of recent arrivals, being now quoted 3¼c to 3½c.

Arabics of the various grades are quiet, though without special change in price.

Asafetida is without special change. There is a moderate jobbing demand experienced at the range of 18c to 23c as to quantity and quality.

Camphor has been again advanced by domestic refiners, to the extent of ¼c, and barrels and cases are now quoted 60½c to 61c, respectively, with the tendency still upward, owing to a continued active inquiry and limited spot supplies. Japanese is also firmer and higher, owing to scarcity, and recent sales have been at 63c to 65c.

Senegal has continued in fair demand, and quotations are maintained steadily at 15c to 24c for the various grades of picked, 13c to 14c for sorts and 8½c to 14c for siftings.

ROOTS.

Althea, cut, is maintained steadily at 16c to 19c, with a fair jobbing business in progress.

Calamus is jobbing fairly within the range of 6¾c to 7c for ordinary and 30c to 35c for bleached.

Ginger is in better supply, and holders are easier in their views with recent sales at 10½c to 13½c for un-

bleached and 14½c to 15½ for bleached Jamaica.

Golden seal has continued in demand, and values are maintained with considerable firmness in view of the unfavorable advices regarding the new crop, which, it is estimated, will fall considerably below last year's gathering. Holders generally quote 55c to 57c, and we hear of several large sales at the inside figure.

Ipecac is quiet, but values are firmly maintained at \$3.00 to \$3.10 as to quality and quantity.

Jalap is without new or interesting feature. The quotations of the market range from 13c to 14c for whole, and 15c to 17c for powdered.

Mandrake of the new crop is in demand, and scarce with prices largely nominal, but old root is without new feature and selling at 4¼c to 4½c.

Sarsaparilla, Mexican, has sold in a small way in the interval at 8c to 8½c, and Honduras at 30c.

Senega is actively inquired for with recent sales at 35c to 36c.

SEEDS.

Anise is held with more firmness and 8c is quoted as strictly inside for Italian.

Canary is easier, the demand having fallen off slightly. The quotations of the market are, however, firmly maintained at 2¼c to 2½c for Smyrna and 2¼c to 2½c for Sicily.

Caraway, Dutch, is in small stock and firmer, quotations being well maintained at 8c to 8½c.

Celery is in demand, and offered sparingly at 7¾c to 8c, most holders naming the outside figure.

Coriander, bleached, is meeting with increased inquiry, and holders are firm in their views at the quoted range.

Cummin is decidedly firmer, and most holders refuse to shade 9c.

Mustard, German yellow, has advanced fractionally, owing to firmer advices from primary sources, and 4½c to 5c is now named.

The point should not be forgotten by druggists who find Johannis Lithia a ready seller, that this water, unlike some others, can be drunk continuously. When ordering from the sole importers, the United Agency Company, of No. 503 Fifth avenue, mention this journal.

Now is the time for ambitious young men to gain information regarding colleges of pharmacy if they intend taking the Fall Course. The course of lectures at the Albany College of Pharmacy begins on October 1, and for the annual catalogue and full particulars application should be made to the secretary, De Baun Van Aken, Ph.G., 222 Hamilton street, Albany, N. Y.

Whistling in a minor key, "Because I Love You," a ducky wearing a straw hat came sailing into Reeder's drug store, at Thirty-first street and Fourth avenue, one cold day last January, and, plunking down the money, called for "er nickel's wuff er black wash."

Hints To Buyers.

Webber-Pepsin is claimed by Sharp & Dohme, to be the purest, best and, quality considered, the most economical that a druggist can use. It proves this by United States Pharmacopoeial tests.

Even the most careful druggist occasionally runs out of labels, pill or powder boxes. If you want the finest samples at the lowest figures, send to F. Huhn, No. 72 Pine street, New York. Mention this paper.

All of the leading jobbers handle the Paddock Cork Company's Gold Label Brand of Prescription Corks, and few readers of the *AMERICAN DRUGGIST* have to be told of their reliability. In ordering, state that you saw the advertisement in these columns.

Lime Juice is a beverage that is popular at all seasons of the year; but in that, as in everything else, purity should be the most important consideration. Ross's Lime Juice is the United States Government Standard, and has held this position of eminence for years.

Sen-Sen is as popular to-day and as well known as any article that adorns a druggist's counter. It practically sells itself as a throat ease and breath perfume. In sending your next order to the T. B. Dunn Company, Rochester, N. Y., mention the *AMERICAN DRUGGIST*.

This is the time of year when the wideawake druggist begins to get ready for his advertising for the fall and winter. If you are thinking of calendars, or easel cards, or are short on labels, just send 10 cents in postage for samples to E. B. Read & Son, Baltimore, Md.

The stability and reliability of the chemicals, alkaloidal salts, etc., put upon the market by the New York Quinine & Chemical Works, of New York City, need no guarantor to the druggist who has ever handled them. In ordering, state where you saw the advertisement.

At the price at which it is offered, \$10 per dozen. It is little wonder that the Atlas Lady Syringe (or Optimus) made by the Mattson Rubber Company, New York, is meeting with a ready sale. It is made of hard rubber pipe, is highly finished, has no valves to get out of order, and is unusually efficient. Write, mentioning this paper.

Drugs in powdered form are most easily acted upon by solvents in the stomach, and there is the greatest opportunity for solution and assimilation. Upjohn's Friable Pills are, therefore, not popular without cause. Mention the *Druggist* when writing to the Upjohn Pill & Granule Company, 92 Fulton street, New York.

Wyeth's medicinal preparations need little introduction to the pharmacist. Those to which attention is now called are Wyeth's Granular Effervescent Salts, Effervescent Lithia Tablets, Solution of Iron and Manganese Peptonate (neutral) and Soluble Powder Capsules. Write for complete price-list to the Philadelphia office, mentioning this paper.

Cubeb Cigarettes, when presented as

attractively as they are by the Requa Mfg. Company, of No. 88 Fulton street, New York, find ready sale on drug counters. The handsome cash box, 11¼ inches long, 6½ inches wide and 2 inches deep, may be had with three dozen of the cigarettes for \$1.80. Drop the firm a postal card, and state where you saw this.

Junket Tablets are very popular just now, especially Chr. Hansen's. They come 10 tablets for ten cents, and 80 cents buys a dozen of the 10-cent packages. Chr. Hansen's Pure Food Colors and Pure Food Flavors are not excelled by any others. Write for particulars, mentioning the *Druggist*, to Chr. Hansen's Laboratory, Box 1100, Little Falls, N. Y.

Those druggists who believe in the purest and best of drugs will hardly fail to have noted the advances made in chemistry by Fries Bros., of 92 Reade street, New York. Some of the offers that firm makes should be taken advantage of. Rhodinal II. (Synthetic Otto of Rose) may be had at \$4 per ounce, and there are similar advantages to be obtained by dealing with this house.

For ointments, cosmetics, salves and pills, one of the best and neatest boxes made is that manufactured by Joseph G. Tait's Sons, Philadelphia, Pa. It is a seamless tin box which can be had both plain and lacquered. Decorated tin cans and boxes made by this house are for sale by all wholesale druggists and druggists' sundrymen. In writing direct, mention the *AMERICAN DRUGGIST*.

The special offer made by the Dr. E. L. Graves' Tooth Powder Company, of 459 West Van Buren street, Chicago, should not be missed by retailers. It isn't necessary to make a purchase. Just send the names of your dentists with the request, also saying where you saw this notice, and you will receive samples, packages and free powder, express prepaid. The powder comes in 25 and 50 cent sizes, or in bulk.

Physicians are steadily ordering Tropon for patients who are convalescent or the victims of wasting diseases, and it will pay druggists to keep well supplied. The article in question, pure albumen, is an ideal nourishment. Literature may be had upon request, and when sending to A. Dinklage, 491 Broadway, New York, who has the general agency for the United States, kindly mention where you saw the advertisement.

The virtues of Pepto-Mangan ("Gude") do not have to be strenuously dwelt upon by the pharmacist. It is recognized as an iron preparation of wonderful properties by the entire medical profession, and the fact that it is a trade-mark name, and, as such, the exclusive property of the M. J. Breitenbach Company, of Nos. 56 and 58 Warren street, New York, protects the druggist and the consumer from all infringements.

A proper, nutritious substitute for mother's milk is to be found in Wampole's Milk Food. There is nothing in it not found in mother's milk, and nothing in mother's milk it does not contain. Druggists should write for samples to Henry K. Wampole & Co., Philadelphia, mentioning this paper. The samples will be furnished without charge, while correspondence on the

subject of artificial foods will receive prompt and courteous attention.

In hot weather, and the season is not yet over, druggists who are wise in their generation always keep in stock Chlor-Anodyne, from the laboratory of Parke, Davis & Co. It is unsurpassed as a remedy for colic, cholera morbus, diarrhoea, and all bowel troubles. Another summer remedy of value is the Pepsin Cordial of this house, an elegant preparation, therapeutically active and absolutely permanent. When writing for prices, mention the *Druggist*.

There are many advantages to be gained by using the Seamless Curved Corner Ointment Box. The beveled shoulder prevents the inside of the cover from becoming soiled, the curved corner prevents waste of contents, and the large label space is of great convenience in prescription work. In other words, the box is clean, economical and convenient. Send for samples, mentioning the *Druggist*, to the Seamless Metal Ware Company, No. 277 Broadway, New York.

Just because the hot weather has passed away should be no reason for the up-to-date druggist to stop his soda water trade. Every man who passes his store from October 1 to May 1 is either a coffee, tea, chocolate or bouillon drinker, and hot soda water, if served in a proper way, is irresistible on cold days. A Tufts Hot Soda Apparatus can be run by a boy or girl, and costs less than \$100. Send for a catalogue to the American Soda Fountain Company, 282 North Congress street, Boston, mentioning the *Druggist*.

Change of Address.

Under date of September 1, the A. R. Bremer Company, manufacturers of Coke Dandruff Cure, Chicago, announce the removal of their New York office to the Clark Building, Nos. 1 and 3 Park Row, corner Ann Street. At their new address Bremer & Co. have the finest opportunity for advertising in the city of New York, which will be taken advantage of in the near future, and they express the conviction that retail druggists will derive a share of the benefits.

A Tonic for Brain Workers.

"Vin Mariani" is essentially the brain and nerve tonic of those who have talent and genius. These it is who compose the great army of intellectual workers, and the ravages made upon their nervous systems by the demands made upon them are at times truly appalling. This damage and consequent drain yield to nothing more quickly than to "Vin Mariani." The most noted European physicians, literateurs, musicians, singers, artists and diplomats have sent the most flattering letters to M. Mariani extolling his product. Not only these but crowned heads as well have been mentally invigorated and rejuvenated by "Vin Mariani" and never tire of speaking words in its praise. It must be acknowledged that unsolicited testimonials, couched in such glowing terms, from such sources, are the best evidence possible that can be offered for the merits of the preparation. When "Vin Mariani" becomes as well known in this country as it is in Europe, it will be adopted as one of the indispensable remedies in the household.—The St. Louis "Medical and Surgical Journal," May, 1899.

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CASWELL A. MAYO, Ph.G. Editor.

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N. A. R. D. GAINS NEW STRENGTH.

THE annual convention of the National Association of Retail Druggists, which closed at Detroit on September 14, appears to leave the organization in a position of greater strength than it has yet attained to. Prior to this meeting many of the State and local associations in membership had entertained misgivings as to the probable outcome of the year's work, and the delegates were fearful themselves that if the association were unable to point to something definite and tangible in the way of deeds accomplished in the work mapped out for the association there would be difficulty in keeping the organization intact for another year. It is gratifying, therefore, to note the renewed feeling of confidence in the ultimate success of the plans of the association which has grown out of this meeting and animated every delegate in attendance. As the various steps in the work of preparing the ground for putting the plan of the association into effect were shadowed forth in the course of discussion of the reports of the officers, and more plainly indicated in private conferences among the officers and committeemen, the wisdom of the master spirits of the association in refusing to adopt hastily any aggressive course of action which might involve the membership in litigation that would exhaust their financial resources became apparent. The determination of the association that the time has now come when its plan for the regulation of prices and traffic in proprietary medicines should be put into immediate effect in localities where the local associations may decide to do so did more than anything else to restore the confidence of the delegates and send them back to their homes with a new and better opinion of the strength of the National organization. That the association has con-

tinued to grow in strength and influence has been largely due to the exercise by the leaders of a wise conservatism which has been shown at its best in the face of a rash and insistent clamor for deeds, when the ground of action had not by them been deemed ready. It is earnestly to be hoped that the associations in membership and retail druggists generally throughout the country will now see the wisdom of avoiding any precipitancy or rashness of action in putting the plan into practical operation, and will continue to be guided in the work by the officers of the association who have during the two years of the association's existence so eminently demonstrated their ability to conduct its affairs to a successful issue.

The special convention number of the AMERICAN DRUGGIST, which will be published to-morrow, will contain a detailed account of the proceedings of the Detroit convention as well as reports of the annual meeting of the National Wholesale Druggists' Association and the semi-annual gathering of the Proprietary Association of America held in Chicago last week.

TRANSACTION OF BUSINESS UNDER ASSUMED NAMES.

PROBABLY one of the most important laws of general application to the business men of New York State which has been passed for a number of years was enacted by the Legislature of 1900.

By the law referred to, the Legislature added to Section 363 of the Penal Code, which addition constitutes Chapter 216 of the laws of 1900.

This law was introduced into the Assembly by Assemblyman Rytenberg to accomplish that which the former law failed to do. Its purpose was to allow those doing business with a firm to ascertain the names and addresses of the individual members who com-

posed the firm, and to prevent the giving of credit upon the assumption that a person whose name was part of a partnership title would be responsible for any debt contracted with the firm.

By Chapter 281, Laws 1833, it was made an offense punishable by a fine not exceeding \$1,000 for persons to transact business in the name of a person not interested in the firm, and it further provided that where the designation "and company" or "& Co." is used it shall represent an actual partner or partners.

In criticising this law in *Gay vs. Leibold* (97 N. Y., 472-476), Mr. Justice Earl said: "The statute does not appear to be a very useful one. It does not compel partners to disclose their true names or any of their names in the partnership designation. They may still do business under any style, not untruly containing the name of any person, which they choose to assume, such as the 'Union Towing Company,' the 'Eureka Company,' or other fanciful names, . . . and it may be very difficult in such cases to ascertain who the numerous persons are composing the partnership. . . . Without this statute, one imposed upon by a fictitious firm would have his civil remedy for the fraud or deceit, and there would generally also be a remedy by indictment for false pretenses. So the statute is not only not very beneficial, but it is also highly penal, and it should, therefore, be strictly construed." The Legislature of 1900 evidently had these defects in view when it required all persons conducting a business under any designation other than the real name or names of the individual or individuals conducting it to file a certificate setting forth the name under which the business is to be conducted and the true full names of the persons conducting it.

By the fourth subdivision of the act an exception is created where the true or real name of at least one such person transacting such business shall be included in the partnership name or designation. As this statute went into effect on September 1 last, and persons affected by it are allowed 30 days thereafter within which time to comply with the law, it is, perhaps, rather early to look for authorities construing it, and until the courts have passed upon it it is best to observe it strictly, and of two doubtful constructions adopt the safer by complying fully with the act. The courts may hold that a firm of pharmacists doing business under the name of "Smith & Co." are not affected by the law provided that "Smith" is in reality a member of the firm. On the other hand, they might take the ground that the last name

only of an individual appearing in the firm designation was not a compliance with the statute requiring that unless "the true or real name" of at least one of the partners appeared in the firm title the certificate referred to must be filed setting forth "the true or real full name or names of the person or persons" conducting the business. It is the evident purpose of the Legislature that a person doing business with a firm may be able to go to the County Clerk's office of the county where the business is carried on and ascertain "the true or real full names" of the persons engaged in business unless one such name at least appears in the title of the firm, but if this exception were held to exempt "Smith & Co." from filing such certificate, the purpose of the act would not be accomplished.

The question has also arisen under this new law as to whether this certificate must be signed by all the members of the firm, or if it is sufficient for only one partner to sign. Some have taken the view that as the signing and acknowledging of the certificate is a partnership act, it may legally be performed by any member of the partnership, and yet the act to be performed is in itself more than the ordinary act of a partnership.

A copy of the certificate certified to by the clerk of the county where the certificate is filed is made presumptive evidence in all courts of law in this State of the facts therein contained. A partner who had executed such a certificate would be estopped from denying that he was a member of the firm, but if one partner only acknowledges the certificate certainly it could not be considered presumptive evidence against any person named in the certificate who had taken no part in its execution. If the signature and acknowledgment of one man were allowed to suffice for the signature and acknowledgment of each member, this very important provision of the statute would be rendered entirely nugatory.

The difficulty in obtaining the signature and acknowledgment of several partners may be obviated by the execution of the certificate by one partner as the attorney, in fact, for the others, which would at least be a compliance with the statute as far as the form required. As was pointed out by a recent article in the New York "Evening Post," this new law may have a good effect in exposing publicly those persons who are engaged in the sale of adulterated borax. It will also operate beneficially to the public and the trade at large against a number of pharmacy concerns who desire to conceal the identity of their individual members.

CURRICULUM OF STUDY FOR APPRENTICES.

THE announcement of the twenty-fifth annual session of the Ontario College of Pharmacy of Toronto, contains a synopsis of a curriculum of study for pharmaceutical apprentices which will prove of value to the young man about to enter the drug business.

The necessity for some definite guide to systematic study has been felt by many generations of apprentices, and the curriculum proposed by the Ontario College has much to commend it. In the discussion of this subject much has been written which tends to confuse the beginner, unless he carefully considers the point of view of the writer. The character of the preliminary education of the young man about to take up pharmacy is quite a different thing from the course of study to be prescribed for the young man who has already taken up the work and who, having, for better or for worse, decided the matter of preliminary education, is now interested in learning as much as possible of the calling which he has selected for his life work. The young man in pharmacy should be careful to adjust his studies in pharmacy to his own mental requirements, which are determined to a great extent by the character of his preliminary education.

THE GALVESTON FLOOD.

THE terrible disaster which wrecked the city of Galveston in a night has opened the floodgates of American generosity from Maine to California. To the credit of the trade be it said that the wholesale drug trade has not been behind in its contributions toward the relief of the sufferers whose homes have been devastated and whose business has been ruined by this unparalleled catastrophe. All honor to the generous men who in the rush and turmoil of a most exacting calling have found time to listen to the cry for help from the stricken city by the Gulf. We publish a partial list of those druggists in our city who have contributed, and give some brief notes concerning the drug trade of Galveston, to whom we extend our heartfelt sympathy in their hour of affliction.

AMERICAN DRUGGIST AMONG PARIS PRIZE WINNERS.

United States Commissioner to the Paris Exposition of 1900.
Paris, August 31, 1900.

To the Editor:

Sir: I have the honor to inform you that in accordance with the official announcement of awards at the Paris Exposition of 1900, a Grand Prize was bestowed upon the exhibit of United States journals, publications and periodicals, and that you are, therefore, entitled to use this award of Grand Prize.

Respectfully yours,

A. S. CAPEHART.

Director of Liberal Arts and Chemical Industries.

(Written for the American Druggist.)

**OPTICAL GOODS IN
THE DRUG STORE.**

By C. H. BROWN, M.D.

President the Philadelphia Optical College,
author "The Optician's Manual," etc.

The question of adding an optical department to the customary outfit of the drug store is not entirely a new one, and yet it is one to which the average druggist has perhaps given but little thought. If the matter is brought to his attention and he gives it the calm consideration which it deserves, many reasons will present themselves in favor of such a step, while but very few arguments can be brought forward against it.

Besides the usual line of medicines and drugs and patent preparations the druggist carries a supply (more or less complete) of various appliances for the amelioration and relief of certain ailments to which the body is liable, of which we will mention crutches and trusses as types. Why should he not extend his stock still further and include spectacles, which may almost be regarded as a crutch to a disabled eye. The fitting of glasses requires more skill and adds more to the dignity of the druggist's calling, than does the fitting of a truss or the sale of a pair of crutches.

Of course an understanding of the subject and something of a technical education is required, but this can be easily gained, because the druggist by the nature of his preparation and training is accustomed to habits of study and can readily gain the additional knowledge that is necessary.

And as he is accustomed to care and precision in his work, gained in the compounding of physicians' prescriptions and the weighing of grains and fractional parts of grains of deadly poisons, he will be the better adapted to the business of adjusting glasses to defective eyes, which oftentimes calls for so much skill and patience.

Then, looking at it from the baser standpoint of dollars and cents, which after all is the motive by which all business enterprises are actuated, an optical department will prove the most profitable "side line" in the druggist's outfit. The margin of profit is large, because the fitting of a pair of glasses is not a merchandise sale but an exhibition of technical and professional skill, and although prices are constantly being pushed down on all articles of merchandise, there never was a time when skill and expertness commanded higher remuneration than at the present day.

We do not mean to assert that every drug store could build up a large optical trade. In many cases it might be undesirable to add optical goods to the stock, as the limited amount of business that could be done with the class of customers who patronize the store would scarcely make it advisable. But where circumstances are such as to indicate that a trade might be profitably built up and handled in this line, there certainly can be found no better or more profitable auxiliary to the drug business. It is particularly in the smaller cities and towns and villages that these remarks are applicable, and where the term "Druggist and Optician" will prove a paying combination.

A small line of spectacles and eye glasses has always been salable in a

pharmacy, in spite of the fact that it is oftentimes kept out of sight in some out of the way place, and no pretensions made to push it on the attention of the public. But where the pharmacist has taken the trouble to properly equip himself with the necessary knowledge, this department has proved of the greatest value to him in enlarging his connection with the public and increasing his profits.

Optometry and Pharmacy Not Incompatible.

There is no incompatibility between pharmacy and optometry, but each will stimulate the other in the increase of business. The druggist who is alive to his own interests cannot afford to overlook this promising field, and he who has the courage to enter first will not have occasion to wait long to reap the benefits.

This article is simply an introductory one, in which we have directed the attention of the drug trade to this promising "side line," which will probably develop into much more in the near future. We have barely mentioned a few of its advantageous points without attempting an elaboration of the arguments that could be presented in its favor.

In the following issues will appear a series of articles on Optics and Optometry which will be educational in their nature, and helpful to those druggists who are desirous of cultivating this branch of business. At the same time they will contain much useful and interesting knowledge that will be advantageous for its own sake, even if not used for business purposes.

When we read the history of ophthalmology and compare the past with the present, it is evident that the advancements made in this branch of science are little short of marvelous. Fifty years ago the refraction of the eye was shrouded in mystery and uncertainty. Hypermetropia was not known as the factor in the causation of so much headache and neuralgia, and of so many cases of blurred sight and irritable eyes; these cases were not understood and hence were regarded as incurable, or classed under the general head of amblyopia. Myopia was recognized by its limitation of vision to near sight, but was not known to depend upon a softening and stretching of the fundus of the ball. Astigmatism had simply been heard of in the narration of an isolated case here and there. No attention was given to the insufficiencies of the ocular muscles, and the possibilities of the benefits to be derived from prisms were as yet undiscovered truths.

(To be continued.)

To Solder Glass.

F. Walter has found that an alloy, consisting of 95 parts of tin and 5 parts of copper, adheres so tenaciously to glass that it may be employed as a solder to join the ends of glass tubes. It is obtained by adding the copper to the tin previously melted, agitating with a wooden stirrer, casting or granulating, and then remelting. It melts at about 360 degrees C. By adding from a half to one per cent. of lead or zinc the alloy may be rendered either softer or harder or more or less easily fusible. It may also be used for silvering metals or metallic thread.

(Written for the American Druggist.)

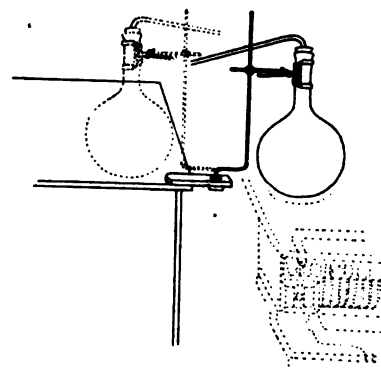
**A HANDY LABORATORY
DEVICE.**

By JOSEPH F. HOSTELLEY.

Collingdale, Pa.

IN the accompanying illustration is pictured a very useful adjunct to the laboratory range. The device consists of a long, slender rod of iron, shaped as seen in sketch, secured in a horizontal position to a table or bench close to the range. The rod fits loosely into the socket of its support, so that it is free to turn. This standard affords an admirable support for retorts to be held over the range during distillation, one of the large iron clamps peculiar to the laboratory being adjusted thereon to clasp the neck of the flask. With the standard in this position a flask can be held at any desired distance above the heat of the range by a mere adjustment of the clamp.

When it is desired that the vessel be removed from the heat to a cooler locality the standard is swung round, as pictured by dotted lines, where it may rest until the contents of the vessel have sufficiently cooled to allow of their transfer to another container. In pouring



Arrangement for Heating Flask on Laboratory Range.

ing the liquid out the flask is not disengaged from the clamp, but merely tilted to the proper angle to empty it. This obviates danger of any accident that might occur through the slipping of the heavy flask from the hands. Even when there is no necessity for the cooling of the product prior to its transfer, a flask can be more easily handled in this manner and with less likelihood of fracture than were it taken directly from the range by hand in the common way and the contents emptied. When a flask is to be set into a water, glycerin or petrolatum bath it is sometimes a problem to know in just what manner to keep the vessel erect and from floating. The standard suggested and the iron clamp will answer the purpose to a nicety. The clamp holds the flask securely wherever it is set to do so.

Anything that may require heating in an evaporating dish may be accommodated by adjusting to the standard an iron ring such as used on a retort stand, clamping the ring at the desired height above the heat and setting the dish thereon. Several dishes may be heated at one time in this way, varying degrees of heat being felt by the several vessels. The standard can be made a portable device that may be put out of the way when not in service.

(Written for The American Druggist.)

ENGLISH EQUIVALENTS
AGAIN.

By H. H. RUSBY, M.D.

New York College of Pharmacy.

IT is to be regretted that Dr. Bryan regards my criticism of his proposition to substitute words of common usage for the accepted descriptive terms of botany as unscientifically personal, and I must plead not guilty to the charge. That the matter was unpleasantly personal is true, but it was inevitably so, and as unpleasant to the writer as to the reader. There appeared no way of treating the broad scientific features of the case without duly weighing the personal element. The Doctor has presented and repeatedly urged a most *outré* proposition, and he cannot, except by begging, escape the full responsibility therefore. As the matter presents itself to me as critic, not only does personal unfamiliarity run all through his argument, but constitutes its very essence, is, in fact, its actual *raison d'être*. How then is it possible for one arguing upon the other side to avoid considering this phase of the question? The defense of his argument which he now sets up in reply to my criticism is merely a continuation of the same self-exposure. His recourse to the manuals to see what they say about the mullein-leaf, so well known to him, and his prompt conclusion therefrom, his printing of a column of parallels to show that Dr. Gray and myself differ "so greatly," while no difference exists except in his own persistent misinterpretation and misconception of the conditions and limitations under which words are used, his accusation of inconsistency because exceptions are used to a rule which is distinctly stated as "usually" holding good, all go to make up a case which admits of but one mode of treatment, and when this mode is objected to there can be no discussion.

So far from finding Dr. Bryan's reply as in any way justifying his absurd proposal, the impossibility of his accomplishing anything but confusion is the more evident by everything that he writes. Dr. Gray once spoke of a certain pseudo-botanist as having devoted a life-time to "amassing ignorance." Such must be the task of the student who endeavors to get on by designating definite ideas by indefinite terms. Dr. Bryan protests that this is an important matter, and so it is, and this is the reason that I have felt called upon to object. It is, in fact, a very serious matter to muddle a subject into a state of unintelligibility. I chance to know something about those students who have tried this folly, for they have come to me and complained bitterly about their wasted time and their present helplessness, rendering them unable to take their place at any other seat of learning, or to meet any board or to make use of any of the literature of their profession.

It is possible, indeed, to learn a great deal about plants without knowing the name of a single part or character, but how about understanding the literature of the subject or making yourself understood by others? Does Dr. Bryan propose to rewrite the literature of botany, the titles of whose works form a ponderous volume? Or does he ex-

pect to enlist others in his service, but forbid them to inquire as to his qualifications for the Quixotic task? Or does he not rather propose merely to induce people to kick against necessity, to the injury of their own toes?

With the Doctor's feelings of antipathy to the extent of botanical terminology I am in full sympathy. I have often felt the same when trying to master the difficulties of the German inflections. But if some one had come to me and proposed to teach me German by ignoring them, or had promised me that if I would but take his lessons he would change the German language for my accommodation, I should have had sense enough to have declined; and if it had then further appeared from his arguments that he was unable himself to speak in German, I should have repudiated him utterly.

No botanist "claims the right to impose an atrocious burden of words upon any young man." The young man merely decides whether or not he will understand the literature of a given science, in part or in whole, whether it be botany or geology or chemistry. He is his own judge and elector. But when he has decided, he must expect to fit himself to interpret the botanical descriptions, or to know what the geologist is writing about, or to read his chemical formulæ. He must go to the mountain or let the mountain alone, for it is very certain that it will never come over to him.

The Ethics of Pharmacy in France.

Taking it all in all, the laws in France regulating pharmacy, although rigid in the text, are applied with a hand of velvet. Of course, says a correspondent of the "Chemist and Druggist," with a growing tendency toward commercialism in pharmacy, things are frequently carried a little too far, and the delinquents are in due course called upon to give an account in a court of justice of the stewardship bestowed by their diploma. Take, for instance, the question of proprietorship. The owner must be a duly qualified pharmacist and manage the business himself. Further, he cannot be proprietor of more than one pharmacy. Now in many country towns it has become the habit for some pharmacists to send bicyclists round the neighboring districts for the purpose of collecting prescriptions, afterward distributing the medicines by the same means. Others, again, appoint a sort of agent in a village, and arrange with him to receive the prescriptions to be forwarded to the pharmacist, the agent afterward delivering the medicines when made up. There seems nothing particularly objectionable about either process. They must certainly be a convenience to the patients concerned and tend to the dispatch of business. But then the pharmacist is not, in this case, doing his business in his *officine*, and the higher ranks of the craft, impersonated in the committee of the General Association of French Pharmacists, have looked with disfavor on such conduct as unprofessional, though not apparently coming under any text of the law. Two cases of the kind have, however, been tried this year, with the result that the pharmacists were condemned on the first hearing but acquitted by a Court of Appeal, and are now waiting for the cases to go before the Court of Cassation.

Gathered Formulas.

Washing Powders.

STIEFEL'S FORMULAS.

I.		Parts.
Calcined soda.....		80
Sodium sulphate.....		10
Sodium chloride.....		5
Water		5

II.		Parts.
Calcined soda.....		90
Borax		5
Water		5

PATALKY'S FORMULAS.

I.		Parts.
Caustic soda.....		150
Rosin		75
White soap in shavings.....		50
Alum in coarse powder.....		50
Sodium bicarbonate.....		290
Water-glass.....		290
Water		600

II.		Parts.
Caustic potash.....		100
Ammonium carbonate.....		25
Potassium carbonate.....		25
Borax		50
Water		800

LABARTHE'S FORMULA.

Ammonia soda.....	48.0
Potash (75 to 80 per cent.).....	6.0
Caustic soda (70 per cent.).....	8.5
Soda, water-glass.....	36.0
Potassium permanganate.....	1.0
Oil of thyme.....	0.5

STERILE COVERING FOR THE HANDS.

		Parts.
Copal		2
Venetian turpentine.....		4
Ether		100
Collodion		100
Acetone		8

Warm together the copal and Venetian turpentine until a smooth, glassy, transparent mass results. When cool dissolve this mass in the ether and add the collodion and then add the acetone, when the opaque liquid will clear up and become transparent. The solution fulfils all the requisites of a sterile, impervious covering for the hands in surgical operations.

UNIVERSAL CLEANING FLUID.

		Parts.
Castile soap.....		25
Water		750
Spirit of ammonia.....		40
Acetic ether.....		30

MYRRH TOOTH WASH.

I.		
Tinct. myrrhæ.....		320
Aqu. coloniensis.....		320
Ligu. Santal rubr.....		5
Glycerin.....		40
Boracis		20
Aqu. Rosæ.....		80

Macerate one week and filter.

II.		
Myrrhæ pulv. med.....		40
Rhiz. Iridis.....		40
Spirit rect.....		480
Aqu. coloniensis.....		120
Boracis		10
Aqu. destill.....		40

Macerate the myrrh andorris for a week in the alcohol, express and add the remaining ingredients and filter.

III.		
Rad. Ratanhiæ.....		60
Myrrhæ		200
Ol. Neroli.....		
Ol. Lavandulæ.....		ana 10
Ol. Citri.....		
Ol. Bergamottæ.....		ana 18
Ol. Rosæ.....		0.5
Spirit. rectf.....		81
Boracis		100
Aqu. destill.....		600

Macerate the rhatany for eight days in the alcohol and water, press out and add the remaining ingredients.

Pharmaceutical Progress.

*New Remedies—Improved Processes—Modern Inventions—
Wrinkles in Dispensing—Tests and Reactions.*

Solubility of Iron Lactate.—Iron lactate is soluble in 50 parts of water at 15 degrees C. and 12 parts of water at 100 degrees C. A permanent 10 per cent. solution may be effected by the addition of 2 per cent. of citric acid.

An Improved Gooch's Crucible has been placed on the market in Germany by W. C. Heraeus, of Hanover, which is made (Zelt. für angew. Chem., 1900, 744) of platinum and contains a layer of spongy platinum which acts as a filter bed, instead of the asbestos wool used in the ordinary Gooch crucible.

Method of Preparing Hydroxylamine.—Dr. R. Uhlenbuth describes (Annalen) a simple method of preparing free hydroxylamine, which consists in heating hydroxylamine phosphate gently under reduced pressure. It is stated that the hydroxylamine distills over in a state of extreme purity, the distillate solidifying if the receiver be surrounded by melting ice.

Quinine Lygosinate.—This new compound of quinine, for which very powerful antiseptic properties are claimed, is obtained by the action of quinine hydrochloride on lygosinate of sodium. It is a fine orange-yellow powder, with a faint aromatic odor, almost insoluble in water, but more readily soluble in oil or alcohol. It is used especially for antiseptic dressings.—"Jour. de Pharm. d'Anvers," 1900, 296, through "Chemist and Druggist."

Parsley Oil.—Morgues some time ago announced that he had isolated from parsley oil, besides apiol and apilin, another constituent from the fraction boiling between 277 and 285 degrees, which he termed cariol. This body was said to have the formula $C_{14}H_{24}O_4$. According to Bignami and Testoni, who have quite recently examined the oil, it contains about 50 per cent. of a body to which they assign the formula $C_{14}H_{24}(OCH_3)(O_2CH_2)C_2H_5$, but whose properties are not described.—"Chem. Zelt.," 1900, 198.

New Parasitic Fungus.—Lucet and Costantin have found, in the bronchial tubes of a woman about thirty years of age, living in the country, a fungus, belonging to the Mucorini, which they name *Rhizomucor parasiticus*. It is distinctly parasitic and pathogenous, causing cough and other morbid conditions. It constitutes a new section of the genus, characterized by irregular stolon and rhizoids and branched sporangio-phores; the columel is surrounded by the debris of the membrane of the sporangium. It was found to be pathogenous to rabbits and guinea pigs, but not to dogs.—Bonnier's Rev. Gen. de Botanique, through Phar. Jour.

Physiological Action of Senecio Jacobaea.—J. M. Birch finds (through "Brit. Med. Journ.," 2, 1900, 212) that the injection of small doses of the al-

coholic extract of the entire plant of the ragwort into the circulation causes general rise of blood pressure, with constriction of the peripheral vessels, and of the vessels of the intestinal area, while the heart contractions are lessened. Large doses cause a fall of general blood pressure, with dilation of the intestinal vessels, and inhibition of peristaltic. The entire plant, therefore, appears to contain two active principles. The portion of the alcoholic extract which is soluble in water does not contain the body which causes the rise of blood pressure.

The Absorption of Alkaloids by Charcoal.—Laval ("Répertoire," 1900, p. 255) has conducted a series of experiments on the absorbing power of charcoal on alkaloids, and finds that animal charcoal absorbs these bodies from both aqueous and alcoholic solutions—more easily from the former than from the latter. Boiling alcohol removes them from the charcoal, however. The absorption is greater as the alkaloidal strength is increased, and also as more charcoal is used. But no quantitative relations could be observed. Temperature does not appear to have any influence, nor the state in which the alkaloids are present, whether free or as salts.

New Method of Preparing Gelatin Capsules.—At the International Congress of Pharmacy held at Paris in August, Lepinois described a new method of preparing gelatin capsules which is suited for dispensing counter work. He uses gelatin tubes prepared according to Mothes' method, filling them with the medicament either in the form of a powder or of a liquid, and closing them by pinching the tube at desired intervals with specially devised tongs or pincers. This leaves the capsule in the form of a cross section of tubing with the ends pinched together. The sharp corners may be removed if desired, thus making the capsule conform more nearly in shape to the ordinary capsule.

Bromipin and Its Therapeutic Uses.—Bromipin is a combination of bromine and sesame oil, and is employed as an anti-epileptic and sedative, and is recommended in preference to the alkaline haloids, as larger doses may be prescribed. Bromipin ("Therap. Monatsheft.") is met with in two forms, in 10 and 33 per cent. solution. Ten per cent. bromipin is a clear, yellow, thickish, oleaginous fluid, which is insoluble in water. When agitated with that liquid it forms a white emulsion, from which the bromipin separates on standing. Thirty-three per cent. bromipin is a clear, brown, viscous, thick oil; on account of its viscosity this preparation is unpleasant to take, and it is, therefore, prescribed in capsules in doses up to 2 Gm.

Mercury-Aluminum-Magnesium Amalgam.—A. N. Blomquist has patented a process (D. R. P. 111,232) for making mercurial preparations which enables him to secure the metal in the finest possible state of subdivision. The process depends upon the property possessed by an amalgam of mercury with aluminum and magnesium of combining with indifferent substances, whether liquid, pasty or in a powdered form. The amalgam is formed by heating mercury with aluminum and magnesium in the presence of a small quantity of potassium or sodium hydrate to avoid the occurrence of an explosion. The compound formed shows no globules of mercury even under a lens of 200 diameters.

Maripa Fat.—The fat of *Palma maripa* somewhat resembles that of the cocoanut, *Cocos butyracea*, *Elaeis guineensis*, and other plants, and may be employed in their place for many purposes. The plant belongs to the family of the palms, and possesses an edible fruit. The fat is obtained both by pressure and by boiling the fruit and collecting the fat which rises to the surface of the water. The expressed fat is the lightest in color, and of the better quality; it has a mild taste, and a faint, not unpleasant odor. In parts of the West Indies it is employed in the place of butter. It has a sp. gr. 0.8686 (at 100 degrees, water at 15.5 degrees = 1). The fatty acids have a sp. gr. 0.823, at the same temperature. The fat melts at 26.5-27 degrees, and solidifies at 1 degree lower; the fatty acids melt at 27.5-28.5 degrees, and solidify at 25 degrees. The acid number is 31.095, the saponification number 270.5, the ester number 239.46, the Hehner number (per cent. of fatty acids insoluble in water) 88.88, and the iodine number 17.35. Experiments as to the uses of this fat are in progress.—"Apotheker Zelt.," 1900, 576, through "Chemist and Druggist."

Double Salts of Bismuth with Lactic and Tannic Acids.—The organic salts of bismuth (lactate, gallate and tannate) which have heretofore been used in medicine, have the disadvantage that they are soluble in diluted acids. This property militates against their use as intestinal astringents for the reason that they dissolve in the acid juices of the stomach before reaching the intestines and are thus brought into action where not needed. It has been learned that the resistance of these bismuth salts to the solvent action of diluted acids is markedly increased when lactic acid is combined with the tannin or gallic acid. These double salts pass the stomach without being appreciably acted upon and possess both the astringent qualities of the tannin and the disinfectant qualities of the lactic acid, both of which are of great value in the treatment of intestinal complaints. These salts (Zelt. für angew. Chem.), such as the mono-lacto-tannate and the di-lacto-mono-tannate and their basic compounds, are obtained (D. R. P. 113, 128, Société Chimique des Usines du Rhône) by precipitating bismuth tri-lactate with the theoretical quantity of tannic acid. For this purpose either gallic acid, or catechu-, kino-, kola-, cafee-, or chino-tanic acid may be used. Differing molecular combinations may be produced by using differing proportions, etc.

Compound Solution of Hypophosphites.¹

By FERDINAND A. SIEKER.

Syrup of hypophosphites compound has been in use quite a number of years. More recently some demand arose for a preparation without sugar, because it was claimed that syrups will sometimes cause gastric disturbances because of the sugar they contain.

The following formula will yield a preparation that is similar to a commercial solution:

Calcium hypophosphite. Gm.	8.75
Potass. hypophosphite. Gm.	8.75
Sodium hypophosphite. Gm.	2.20
Ferric hypophosphite. Gm.	4.38
Manganese hypophos. Gm.	2.20
Quinine, alkaloid. Gm.	2.14
Diluted hypophosphorous acid (10 per cent.) Cc.	5.5
Strychnine sulphate. Gm.	0.0685
Potassium citrate. Gm.	5.5
Citric acid. Gm.	0.7
Glycerin Cc.	250.0
Spirit of orange, compound, U. S. P. Cc.	8.5
Alcohol Cc.	90.0
Solution of saccharin, N. F. Cc.	8.0
Water sufficient to make Cc.	1,000.0

Dissolve the ferric and manganese hypophosphites with the aid of the potassium citrate and citric acid in 150 Cc. of water by boiling.

Dissolve the quinine by boiling it with 200 Cc. of water to which the hypophosphorous acid has been added. (This solution should have a distinct acid reaction toward blue litmus paper.) Mix the two solutions, add the calcium, sodium and potassium hypophosphites, the strychnine sulphate and sufficient water to make 625 Cc. and warm until solution has been effected.

To the cool solution add the glycerin, the spirit of orange, compound, previously diluted with the alcohol, and the solution of saccharin. Filter, and pass sufficient water through the filter to make 1,000 Cc. The solution of saccharin, N. F., should be prepared from saccharin that is 500 times as sweet as cane sugar.

A solution prepared according to the above formula possesses greenish-yellow color, an acid reaction, an agreeable flavor and a bitterish sweet taste. It is perfectly transparent and keeps well if stored in filled amber bottles and exposed only to diffused daylight.

It retains its greenish-yellow color much longer than the corresponding syrup.

A sample over eight months old is in perfect condition, while another sample that was exposed to sunlight in a flint bottle has a brown color. The specific gravity of the preparation is about 1.077 at 15 degrees C.

The dose of this preparation is 7.5 Cc. (2 fluid drachms), which is equivalent to calcium hypophosphite, and potassium hypophosphite of each 0.065 Gm. (1 grain); sodium hypophosphite, manganese hypophosphite and quinine hypophosphite, of each 0.016 Gm. (¼ grain); ferric hypophosphite, 0.032 Gm. (½ grain); and strychnine sulphate, 0.0005 Gm. (1-128 grain).

¹ Pharmaceutical Review.

The Determination of Alkaloids.¹

The determination of alkaloids in drugs and in galenical preparations has occupied the attention of chemists more particularly since the opinion has been expressed officially that a standardization of drugs and preparations containing alkaloids should be based on their alkaloidal contents. Although it may be an open question whether the potency of a drug containing alkaloids is dependent solely on its alkaloidal value, else galenical preparations of such drugs should be discarded for the alkaloids themselves, yet, accepting the alkaloidal factor as being a correct representation of the medicinal value of a drug, it would be more satisfactory if accurate methods of determination were generally adopted. It cannot be said that the literature on alkaloidal determination is not copious, but it would not be correct to say that the results published have been commensurate with the amount of labor expended. There is no doubt that one of the causes of failure in obtaining accurate results in the determination of alkaloids is due to the fact that a general law has been considered applicable in all circumstances. It does not seem to have been considered necessary that an alkaloidal determination, to be of any value, requires an intimate acquaintance with the properties of the alkaloids under investigation. Hence, in the majority of cases, a failure to appreciate this important point has resulted in the publication of memoirs that are misleading, and do not add to the reputation of the authors. A method of determination, for example, that may be suitable for cinchona shows want of judgment when applied to coca; and opium cannot be treated in the same manner as ipecacuanha. In dealing with the subject, the points mainly to consider are, the most suitable methods of extraction and accurate methods of determination.

Methods of Extraction

It would seem hardly necessary to refer to the old method of extracting with acid as illusory, but that a prominent pharmacist to the last maintained its accuracy as a means of total extraction, and the result of his labors, notwithstanding a shortage of forty to fifty per cent. of alkaloid, is still existing as a method of preparation, if not of determination, in the British Pharmacopœia. With a modification only as to the kind of acid employed, acid extraction is now frequently suggested for analytical purposes. It does not appear to be generally appreciated that alkaloids in natural products do not exist in a free condition, but in combination with plant principles, indifferently described as acids, tannin, etc., which do not readily dissolve in ordinary acid. Cinchona, for example, to some extent contains the alkaloids as quimates, which are readily soluble in aqueous or acid menstruum, but the chief part is in combination in an insoluble form, which slowly and ineffectually yields to solution in such liquids.

The Use of Acetic Acid.

Acetic acid has been lately suggested as an extractive medium, and while this acid in many cases is a more ready solvent of the alkaloids in their nat-

¹ From the "Pharmaceutical Journal."

ural combination than other acids, it cannot be used with satisfaction on account of the impurities also extracted by it, and the relatively large amount of acid necessary to insure even partial extraction. The more general method of extraction now adopted is that in which the alkaloid is set free from its combination by an alkali in presence of a solvent, such as ether, chloroform, alcohol, benzol, amyl alcohol, etc., or a mixture of some of these; and these solvents are no doubt effectual when used with discrimination. Ammoniated chloroform, or ether, or benzol cannot be used indiscriminately under the belief that total extraction of the alkaloids has been effected, for while such solvents may be used with advantage to extract the alkaloids from leaves, such as coca, jaborandi, etc., they may fall in their purpose when applied to roots like ipecacuanha, or to barks like cinchona. That this view is justified needs only reference to the fact that ammoniated chloroform, which has been recommended and for a long time employed as a solvent of the alkaloids from ipecacuanha root, will only extract 80-90 per cent. of the alkaloids, when the extraction is carried out as originally directed. It is common, also, in order to save time—at the expense of accuracy—to employ an aliquot portion of the solvent as representing a definite weight of the drug. But, as O. Linde¹ very correctly points out, citing Keller's process as an example, important discrepancies may occur in so doing. Keller's method consists in treating 12 Gm. of the drug with a solution of ammonia, or potash, or with magnesia, and extracting with 120 Cc. of ether, or a mixture of chloroform and ether, and 100 Cc. are poured off as representing 10 Gm. of the drug. But, as Linde shows, the portion decanted neither represents an aliquot portion of the total alkaloids in the drug nor of the drug taken. Linde is of opinion that when the alkaline liquid is added to the drug there is liberated in the inner cells of the powdered drug a concentrated solution of alkaloid, which is more or less immiscible with the solvent, and the latter, when decanted, consequently does not fully represent the total alkaloids. Moreover, the fraction decanted is different in weight and in volume from that originally added, and cannot be regarded as an aliquot part of the original solvent.

Since no rule can be formulated as to the solvent to be employed, or method of extraction, each drug must be dealt with in accordance with the properties of the contained alkaloids and their state of combination. It is not only necessary to insure complete extraction but equally as important to obtain the alkaloids in as pure a condition as possible. Purity of alkaloid, however, is not always obtainable with the most efficient solvent. Ether, for example, will yield the alkaloid in a purer condition than most solvents, but its solvent power is limited; while, on the other hand, alcohol—one of the best extractive mediums—and chloroform will generally give impure products.

Methods of Determination.

The determination of alkaloids requires as much attention as effective extraction, and, unfortunately, is in a more chaotic condition. This is mainly

¹ "Archiv.," 237, 392.

KREOLIN PILLS.

	Parts.
Kreolin	6
Diluted alcohol.....	1
Extract of liquorice.....	6
Powdered liquorice root..... of each	6
Powdered tragacanth.....	1
Mix and make 100 pills.	

to be ascribed to the persistent attempt to formulate methods based on the behavior of presumably pure alkaloids with various reagents, in which a double iodide or iodine is the chief constituent. In this category may be included potassio-mercuric iodide—Mayer's reagent—potassio-bismuthic iodide—Dragendorff—phospho-molybdic acid—Sonnenschein—and several others of the same class. The consideration of these precipitants may be dismissed by saying that none of them is to be depended on for quantitative or even qualitative purposes in the examination of drugs. With pure alkaloids they may give certain indications, but the value to be attached to the result obtained is an uncertain quantity, which it would be futile to examine.

Precipitation of alkaloids by means of iodine dissolved in a solution of potassium iodide requires more detailed notice, since it has been lately seriously brought forward as an accurate method of determination.

Determination as Periodides.

The determination of alkaloids on the basis of the formation of insoluble periodides when iodo-potassium iodide is added to a salt of an alkaloid was first suggested by Wagner, and, in various modified forms, has been adopted by other chemists, more particularly by Schweissinger, Kippenberger and by Gordin and Prescott. The accuracy of the method naturally depends on the assumption that the constitution of the periodide which is formed is constant for the alkaloid under determination. Wagner originally supposed that the periodide so produced had the general composition, X, HI, I_2 , and this view was adopted by Schweissinger. Kippenberger, who examined the reaction of all the important alkaloids with iodo-potassium iodide, assumed that no higher periodide was formed, but stated that an alkaloid molecule withdraws from the iodine solution not two, but three, atoms of iodine. That is to say, the alkaloid hydriodide which is first formed is produced not by double decomposition of the alkaloid hydrochloride and potassium iodide, but from the iodine in solution. This assumption is rightly condemned by M. Scholtz,¹ who moreover, contends that there is no ground for supposing that the composition of the periodide by the iodo-iodine solution is of a constant composition.

In fact, Scholtz shows that when operating with atropine, strychnine, papaverine, morphine, etc., the amount of iodine absorbed by the alkaloid is never constant, but is dependent on the amount of iodo-iodine solution which is added, and this variation may range between three and six atoms of iodine. Atropine, for instance, may form not a periodide corresponding to the formula $C_{17}H_{23}NO_8HI, I_2$, but a tetra iodide, and, according to Gordin and Prescott, even an octo-iodide. Constant results can only be obtained by always adding the same amount of iodine solution, which, of course, is impossible in the determination of an unknown quantity of alkaloid, and the method is therefore of no value.

Kippenberger,² in part reply to the criticisms of M. Scholtz, admits that the method of determining alkaloids by the action of iodine is not one of the best methods, and states that he is only

concerned to show that the supposition that two atoms of iodine were required by one molecule of the alkaloidal salt was incorrect.

Prescott and Gordin's Method.

H. M. Gordin and A. B. Prescott's method³ of determining alkaloids also depends on the assumption, which Scholtz⁴ has shown to be incorrect, that most alkaloids form definite compounds when treated with excess of iodo-potassium iodide, and that it is possible to determine the strength of aqueous solutions of alkaloidal salts by means of standardized solutions of iodine and sodium thiosulphate. It is stated to be immaterial which method of extraction is employed, provided that the final alkaloidal solution be sufficiently free from non-alkaloidal material. This object is said to be best obtained by the method proposed by A. B. Lyons, which consists in extracting the drug with 'Prollius' solution—ether, alcohol and ammonia—and dissolving the residue obtained from an aliquot portion of the solvent in weak acid. The acid solution is then treated with excess of iodine, and the amount in excess is ascertained by titration with sodium thiosulphate. In order to avoid the loss of volatile solvent, which is very apt to occur, and to give results which are too high, the authors suggest a different method of extraction. This consists in digesting from 1 to 4 Gm. of the finely powdered drug with five times its weight of an "ethereo-ammoniacal mixture"—strong ammonia and alcohol each 5 Cc., chloroform 10 Cc., and ether 20 Cc.—for four or five hours in a stoppered vessel. The mixture is then exposed to a current of air until the ammonia has disappeared, which usually takes two hours, and then dried over sulphuric acid in a vacuum for about four or five hours. Sodium chloride in the proportion of 5:1 is well mixed with the drug, and the mixture extracted by percolation with a suitable menstruum, which is usually chloroform. The percolate is concentrated at about 30 degrees C. to a small volume, and treated with 10 Cc. of acidulated water and a few Cc. of ether, or petroleum ether, to assist the solution of the alkaloids. The acid solution of the alkaloids is then gradually added to 20 or 30 Cc. of standardized iodine and 1 or 2 Cc. dilute hydrochloric acid, and made up to 100 Cc. with water. The periodide is well shaken out, leaving the supernatant liquid transparent, but of a red iodine color. Fifty Cc. are filtered and titrated with sodium thiosulphate. The amount of iodine consumed to form the periodide, multiplied by the suitable factor, is said to indicate the amount of alkaloid present in the drug. In the case of several alkaloids being present in the drug, a mean iodine factor may be employed. The above method of extracting the alkaloids from drugs has been found applicable to all drugs tried, with the exception of *Ipecacuanha* root, and in this case Lyons' method was adopted. The periodide method, it is claimed, can be applied to the determination of brucine and strychnine in *nux vomica* by first ascertaining the total iodine consumed by the alkaloids from 1 Gm. of *nux vomica*, then separating the brucine with potassium ferrocyanide, decomposing the solution of strychnine with zinc sulphate, filtering

and treating the solution of strychnine sulphate with iodine solution as before. The factors are for

	Alkaloid.	Iodine.
Brucine and strychnine.....	0.47845	1
Atropine	0.2549	1
Emetine	0.5453	1

Emetine is said by the authors⁵ to form two periodides, according to whether the iodine is added to the alkaloid, or vice versa. Emetine periodide was produced by adding an acid solution of Merck's emetine to a solution of iodine containing potassium iodide. It was obtained as a viscous mass, and could not be crystallized. It is stated to have the composition $C_{22}H_{26}N_2O_8, I, HI$, or emetine hydriodide heptaliodide, on the basis of Lefort and Wurtz's⁶ formula for emetine, $C_{22}H_{26}N_2O_8 = 482.98$.

The authors' formula for the "viscous mass" would certainly require further consideration before it could be accepted as a basis of emetine determination, inasmuch as not only emetine but cephaeline, and, in fact, all the alkaloids of *Ipecacuanha* would be precipitated by the iodine solution; in addition to which it must be remembered Lefort and Wurtz's formula was assigned in 1877 to a so-called emetine, and, in view⁷ of the latest investigation of the *Ipecacuanha* alkaloids, is now no longer tenable.

There is no doubt that the most simple and accurate method of determination consists in obtaining the alkaloids in as pure a condition as possible by separation with the most efficient immiscible solvent, and titrating, in all cases, the residue obtained with standard acid, then subsequently proceeding to separation. As mere determination of the total alkaloids without separation is of little moment, the amount of drug for analysis should be sufficient to yield from 1 to 3 Gm. of mixed alkaloids.

Indicators.

The many indicators that have been suggested for use in titrating the alkaloids have been investigated by O. Linde⁸, in order to ascertain their suitability and delicacy under various conditions, such as the degree of concentration of the liquid, the influence of alkaloidal solvents, as ether, chloroform, etc. For the purpose of the experiments weak solutions of sodium hydrate were employed. From the results obtained it is concluded that (1) no more of the indicator should be employed than is absolutely necessary, (2) that the titrated solution should be as concentrated as possible; (3) that the titration should be carried out at the ordinary temperature. Some indicators may be used in the presence of water only—namely, Brazil wood, brasilin, logwood, hæmatoxylin, azolitmin, litmus, tropæolin, methyl-orange; others in water or alcohol, as luteol, phenacetol, cochineal, lackmold; in water, with a layer of ether, lodeosin, fluorescein, gallein; while with some indicators ether and chloroform must be avoided, such as with luteol, phenolphthalein, rosolic acid, Congo red, dimethylamidoazobenzol; turmeric and poirrier blue are quite useless as indicators.

It is evident that the multiplication of indicators does not tend to simplicity, and their indiscriminate use merely gives occasion to some observers for

¹ "Amer. Jour. Pharm.," 71, 19 and 516.

² "Archiv.," 238, 102.

³ "Ibid.," 237, 71. ⁴ "Ibid.," 238, 135.

⁵ "Amer. Jour. Pharm.," 71, 14.

thought as to the basicity of alkaloids being other than usually accepted, although a study of the indicators themselves might perhaps be more profitable. For alkaloidal titration litmus is far more acceptable, and, used with discretion, leaves nothing to be desired.

From the foregoing it is apparent that alkaloidal work requires study and experience, and that the research student should well digest the subject before publication.

Side Lines for Druggists.¹

BY S. B. CRABTREE.

When we speak of side lines we enter a field limitless in extent and replete with resources.

In the good old days, long since gone by, there was no demand nor necessity for such innovations, but as the exploiters of our profession multiplied and competition increased, it became necessary for additions to the regular line of stock to be made in order that the traditional "two ends" might not become estranged.

Those whom we now call pioneers in the profession tell us that cigars and choice tobaccos were one of the first additions to be made. But now these articles are considered an essential and not an auxiliary, so intimately associated with the business have they become. In fact, it has taken a judge of the Supreme Court of one of our New England States to decide that cigars are not drugs. Toilet articles and sick room requisites come next in order of succession, no doubt, and they, with the soda fountain, have also, from long association, come to be regarded as indispensable. High grade confectionery, paints, oils and stationery have also won a stable position as necessary adjuncts. Among the more recent acquisitions are optical goods, wall paper, photographic supplies, fishing tackle, athletic goods, insecticides, plants and flowers; yes, and, in isolated cases, light lunch counters in connection with the soda fountain. Of these the old standbys, cigars, toilet articles, sick room requisites, confectionery, stationery, paints and oils are expected to be kept in every drug store, and hence do not require the attention in our advertising that should be bestowed on the newer additions. However, these stocks should be kept fresh, and should be displayed at as good advantage as possible at all times, as stale, out-of-date goods in an unkept condition are sure to direct trade to your competitor. Your friends will stand by you only so long as you use them as well or a little better than the other fellow does.

In agricultural districts there is a large and increasing demand for insecticides of various kinds, ranging from Paris green to Bordeaux mixture. There are standard formulæ for the more common sprays and mixtures, and a few carefully conducted experiments will enable one to evolve others, then by doing a little missionary work among the farmers, explaining to them the merits of each kind for particular insects, a profitable trade may be worked up. This class of goods can be handled more intelligently by the drug-

gist than by general dealers, but if the druggist is not willing to anticipate the wants of the farmer in this direction, and attempts to overcharge for what preparations he does keep, he cannot justly complain if the trade is gradually absorbed by other lines of business conducted by men of better judgment and business discretion.

Favorable legislation gave druggists an appreciable advantage in this line a few years ago, but I know of some who so far abused this advantage by charging excessive prices that they have lost nearly all this business since "the bars were let down." It pays to be just, even if you do have a corner in the market.

Advertising Stationery.

An ingenious way of advertising stationery and wall paper is to make up a quantity of envelopes from wall paper and have a neat, catchy advertisement printed on wall paper or some special brand of stationery you wish to call attention to, and mail to your customers. A mailed circular will receive careful attention where an "under-the-door" variety is never noticed.

Many pharmacists perfect themselves in fitting glasses, and find the investment of labor and time incurred a profitable one. This branch should be given more attention than it receives, especially from country druggists whose customers live remote from regular oculists and opticians.

Photographic Supplies.

Photographic supplies are undoubtedly becoming the most popular side line of the day. The camera fiend is everywhere present, and must needs indulge in all the fads pertaining to the business; and to whom shall he turn for supplies, but to the ever accommodating knight of the pestle and postage stamp. The chemicals required in making the various baths and solutions are a part of our legitimate stock any way, and the mechanical supplies can be readily classed with stationery and like goods, and, besides, many of us belong to the aforesaid class of "fiends," and hence are in a position to give valuable advice to the uninitiated, those usually referred to as amateurs. It is not an infrequent occurrence to see dark rooms in connection with the store where developing may be done, either by the proprietor for profit or it may be maintained for the convenience of patrons, as a feeder for business. The idea is worth considering, any way.

Athletic goods and sporting goods are carried by nearly all country druggists and by many town druggists. They are convenient lines to handle, as they hold sway only for a short season, and the demand for them is usually brisk. A limited space display in one of your windows is generally all that is needed in the way of advertising, using a liberal supply of price cards if the competition be sharp.

As for plants and flowers, they speak for themselves, and while not yielding a great profit they are very useful for decorating purposes, and attract attention and trade from a class of customers not reached in other ways.

I have no sympathy with the theory advanced and practiced by some, who convert their place of business into

miniature department stores, dabbling in miscellaneous notions and succeeding in nothing, thus lowering their professional standing without adding to their commercial prestige.

In general, only those side lines should be handled that do not encroach on your neighbors' business. If your brother druggist is supplying all the needs of the neighborhood with a certain line, better let him continue and thrive, and yourself launch out in a field not already occupied, where you may also thrive, than to inaugurate an opposition to him, in which you are sure to have a price war, and finally get the trade in such a condition that there is nothing in it for either of you.

Wars of conquest are no longer tolerated among the enlightened nations of the earth, neither should unjust competition exist among the members of a profession supposed to be actuated by a high sense of honor, justice and consideration for the rights of others.

The Precipitate That Forms in Syrup Hypophosphites, Compound, N. F.¹

BY FERDINAND A. SIEKER

Syrup of Hypophosphites, Compound, N. F., contains 3.5 parts of calcium hypophosphites, 1.75 parts of each potassium and sodium hypophosphites, 0.225 part of each ferric and manganese hypophosphites, 0.5 part of potassium citrate, 0.2 part of citric acid, 0.1125 part of quinine hydrochlorate, 2.2 parts of tincture of nux vomica, 77.5 parts of sugar and enough water to make 100 parts. The first edition of the National Formulary does not refer to the precipitate that forms in this syrup when it is set aside for some time, especially in a cool place. The second edition of that semi-official work states that "it is not intended to be perfectly clear and should be shaken before using." The precipitate that forms in this syrup is of a crystalline character and adheres to the bottom of the bottle. When the syrup is agitated, this precipitate separates in the form of scales, which cannot be properly incorporated.

An examination of the washed precipitate showed that it is calcium citrate, $(C_6H_5O_7)_2Ca_3 \cdot 4H_2O$. Heated in a glass tube or on a platinum wire, carbonization takes place and an alkaline residue remains. A little of the precipitate dissolved in acetic acid and ammonium oxalate, T. S., added gives a reaction for calcium. The acetic acid solution treated with lead acetate, T. S., gives a precipitate soluble in nitric acid. The precipitate separated from the solution is insoluble in potassium hydroxide, but soluble in cupric chloride, T. S. No iron or manganese was found in the precipitate.

As the precipitate that forms in this syrup is inert and cannot be properly incorporated, it may be removed by decanting the clear syrup from the crystals or by straining the syrup through muslin.

According to Warrington,² one part of crystallized calcium citrate dissolves in 1,180 parts of water at 14 degrees C. and in 1,730 parts of water at 90 degrees C.

Laboratory of Lehn & Fink, New York.

¹ Pharmaceutical Review.

² Roscoe and Schorlemmer's Treatise on Chemistry, Vol. III, Pt. II, p. 434.

¹ The second prize paper in the Maine Pharmaceutical Association competition for 1900.

Official Pharmacists in England.

The London "Chemist and Druggist" describes as follows the official position open to English pharmacists:

Army Compounders.

These appointments are held by non-commissioned officers in the Royal Army Medical Corps, who pass examinations in pharmacy, materia medica, posology and similar subjects conducted by the medical officers. It is necessary to enlist in the corps and work up to the position through the usual stages, which include drill, nursing, field work and the like. During the war in South Africa a number of temporary appointments of dispensers was made for the period of the war at the pay of 3 shillings 6 pence a day, free rations, kit and passage to and from South Africa (see C. & D., December 23, 1899, page 1018).

Dispensers in Naval Hospitals.

There are sixteen dispenserships in naval hospitals at home and abroad—four and a supernumerary at Haslar, three at Plymouth, two at Malta and one each at Haulbowline, Chatham, Cape of Good Hope, Jamaica, Bermuda and Hong Kong. Entry into the service is by examination, conducted by the Civil Service Commissioners, but the candidates are first selected by the Medical Department of the Navy, Northumberland Avenue, W. C. Candidates must be chemists and druggists or pharmaceutical chemists, and be not less than 21, nor more than 28, years old. The pay is £110 a year to begin with, and rises by £5 every two years to £130, and then by £10 every two years to £230. Additional allowances of from £20 to £40 a year are made to dispensers in charge of stores. Free quarters are provided, and allowances made to those serving on foreign stations to meet the increased cost of living. Dispensers get a month's holiday yearly, and those on foreign stations may reserve their holiday from year to year so as to obtain a longer period of absence, but locum tenens have to be found "without putting the public to any expense in providing substitutes." Pensions are granted on retiring.

Vacancies are advertised in the "Chemist and Druggist" when they occur. The examination (fee 10 shillings) is held in (1) pharmaceutical chemistry; (2) materia medica, including the British Pharmacopoeia and its appendix, poisons and their antidotes, dosage of remedies and preparation of antiseptic solutions; (3) recognition of chemicals and drugs employed in medicine, and (4) practical pharmacy, prescription reading and detection of errors in doses; 3 and 4 are viva voce subjects.

These appointments are in naval hospitals; in the navy itself the dispensing is done by the medical officer or by a blue jacket trained by him.

Poor Law Dispensers.

These are appointments made by guardians of the poor to dispensaries in metropolitan unions and other unions where special orders of the Local Government Board are in force. A candidate must be either (1) a Licentiate of the Society of Apothecaries, London; (2) an apothecary's assistant (under the Apothecaries Act); (3) a compounder

of medicines in accordance with the regulations for the Army Medical Staff Corps; (4) registered under the Pharmacy Act, 1868; or (5) an Irish pharmaceutical chemist.

Under a recent concession guardians are empowered to increase a dispenser's salary by £10 every fourth year until a maximum of £180 a year has been reached. Poor Law dispensers come under the provisions of the Poor Law Officers' Superannuation Act, 1896, and receive pensions on retirement through age or ill health at rates laid down in the act.

Prison Dispenserships

are open to chemists and druggists only. It is necessary to join as a warder and wear uniform. Residence is provided. The pay is similar to that given to Poor Law dispensers.

John Dalton's Weak Side.

John Dalton, the great chemist and originator of the atomic theory, remained a bachelor all his life. He was not, however, unimpressible to the charms of the sex, though against "mere beauty," as he has himself explained, he was full proof. The "British and Colonial Druggist" quotes an anecdote of Dalton from Present Day Papers. There was a Quakeress, a widow, "the handsomest woman in Manchester," whom he used to visit. Her personal charms made no impression upon him. "But when she began to descant on the excellence of an exact acquaintance with English grammar and the art of letter writing . . . to converse upon the use of dephlogisticated marine acid in bleaching, upon the effects of opium on the animal system, etc., I was no longer able," he says, "to hold out, but surrendered at discretion."

Pharmacy in Sweden.

The system of the personal concession in Sweden is introduced by help of an amortization of the values of the salable privileges. In consequence, no pharmacist is admitted to the direction of a drug store unless it comes to his turn on account of seniority. Hence, the pharmacist arrives at independence only at the age of forty-seven years, according to the statistics made in 1898 and 1899. Till then he must serve as an assistant, though he may be rich enough to set up for himself.

An Error.

A correspondent of the AMERICAN DRUGGIST howls loudly against the charge of a fee for re-registration. Why should pharmacists claim exemption from paying what is practically a license fee, and a very small one at that. Even the peddlers of garden truck realize that it is a protection in their case. We suspect, however, that with this correspondent it is not the fee which pinches, but the re-examination feature of the Model Pharmacy Law. If a pharmacist neglects to apply within a certain time for renewal of his certificate his name is to be stricken from the list, and he must then "proceed as in the case of original registration." A portion of the proceeding is an examination, and under the law every time a pharmacist omits

to apply for a new certificate within a prescribed period, he becomes a layman, and can only enter the pharmaceutical fold after another examination. This feature of the Model is not only absurd, but is wholly uncalled for.—The Stein-Vogeler Drug Review.—The editor of the Review has apparently not read the revised form of the law.

Correspondence.

Ownership of the Prescription in Sweden.

To the Editor:

Sir: Having noticed with much interest the communication and editorial in your issue of 10th inst. under the caption, "The Ownership of the Prescription," and "Who Owns the Prescriptions?" I beg leave to give a few pointers on how this question is settled by law in Sweden. I have, of course, my own views concerning this controversy, which I may air later; but will first suggest that it should be decided by a rational law covering the subject matter.

Now in Sweden the laws affecting the drug business and everything appertaining thereto are very plain, strict and emphatic. There the druggist is under the Government's direct supervision, and any transgression of the statutes and ordinances is immediately detected and justice is speedy and relentless.

The law plainly states that the pharmacist filling the prescription is enjoined to copy the prescription on the label affixed to the bottle, box or receptacle containing the mixture, pill or powder, as the case may be.

If no poison is contained in the composition the patient can have it filled again as often as desired, without the authority of his attending physician. If, on the other hand, any kind of poison, no matter how small a quantity, enters into its composition, the patient can repeat the dose only at the option of his physician, and must present his physician's order to that effect before he can have his prescription filled a second time or as many times as may be desired. Any neglect on this score is severely punished.

In all equity and justice it would seem that the patient is the chief party interested in the transaction, no matter how you look at it. The argument that, like a railroad ticket or theater ticket, its usefulness expires as soon as used hardly holds good. You may as well say that a man buying a book should have a right to read it only once—in the interest of the bookseller, no doubt. A prescription being a useful and portable property, duly ordered and paid for, should by all conceptions of right and wrong become the property of the person ordering it and paying for it. Again, suppose a mistake has been made by the physician or pharmacist, as a protection the patient must have the prescription to prove his rights in a case of such practice; or how in the world could he ever expect to prove that his health or his very life had been jeopardized by the ignorance or carelessness of the physician or pharmacist? And I think this last position alone is

enough to clinch the argument that the patient should be the rightful owner of the prescription, being the party of the second part in the transaction.

FOLKE SAFVERIN,

409 7th Street, Rockford, Illinois.

Mr. Chaloner Not Dead.

To the Editor:

Sir: I spent the greater part of my vacation this summer at the charming seaside resort of Digby, N. S., where I made the acquaintance of a most estimable gentleman, Mr. John Chaloner, who is the principal pharmacist of the town. He may be called the "Nestor" of the drug trade in Canada, having been in business at St. John, N. B., and Digby, N. S., for about 60 years. As I left him a few days ago in most excellent health, and had received a note from him since, acknowledging the receipt of some publication I promised him, I was astonished to see, in one of your issues, a notice of the death of a Mr. E. M. Estey, who you said had been in the employ of the "late John Chaloner." I sent the copy of the AMERICAN DRUGGIST containing this reference to Mr. Chaloner, and commented on it, with the statement that I was sure he was very far from being the "late" John Chaloner, so far as I knew. In reply, he sends me the inclosed communication, with which you are at liberty to do as you see fit.

Very sincerely yours,

E. W. FITCH.

NEW YORK, September 17.

Mr. Chaloner Speaks for Himself.

To the Editor:

Sir: Colonel Fitch, of Parke, Davis & Co., kindly sent me the AMERICAN DRUGGIST of August 27, where I am mentioned as the late J. Chaloner. Some time later on this statement will come true, but at present I am in Digby, N. S. However, I am "late of St. John," because I moved from there some twenty years ago. Am seventy-six; have been in the drug business, including apprenticeship, sixty years.

The late E. M. Estey was a clerk for me in St. John, N. B. The following incident in his life is unique: He had an attack of cerebro meningitis, attended with convulsions, and was left deaf after recovery. One evening he accompanied his mother to a concert. After it was over and the audience were going out, young Estey suddenly exclaimed, "Mother, mother, I can hear!" and his hearing actually returned and remained good.

JOHN CHALONER.

Digby, N. S., September 14.

An Anarchistic Pharmacist.

According to the "Chemist and Druggist" a pharmacist named Luigi Farlazzi was arrested at Bettona, Perugia, at the time of the assassination of King Humbert of Italy for crying "Viva l'anarchia" in the public street. On his house being searched a number of anarchist publications were found, which he had been distributing to the young men of the place. Farlazzi was condemned to seventeen months' imprisonment, a fine of 500 lire, and to be two years under supervision.

Queries and Answers.

We shall be glad, in this department, to respond to calls for information bearing on pharmacy or any of its allied topics, and cordially invite our friends to make use of this column.

The name and address of the inquirer must accompany the communication, not for publication, but to assure attention, as we make it a rule to pay no regard to anonymous correspondence.

Fuller's Earth.—H. T. D.—Chemically this substance is a more or less pure aluminum silicate, almost identical in composition with kaolin. It is largely used as a dusting powder and by clothiers in fulling (shrinking) cloth or to remove grease, whence it derives its name. The principal and finest deposits of this earth are found in England, but several have recently been located in this country. A white fuller's earth is also sold, which usually consists of finely sifted kaolin, sometimes mixed with an equal quantity of talcum.

High Melting Wax.—G. R. W.—The best wax for coating substances to resist the temperature of the body is carnauba wax, which melts at about 85 degrees C. (185 degrees F.). It is difficult to obtain a ceresin or paraffin wax melting above 150 degrees F.

Freezing Powders.—C. W. L.—These powders are salts or mixtures of salts which, on solution in water, absorb large quantities of heat. The phenomenon is analogous to that which occurs when snow and salt are mixed together. You will find a full list of the best combinations to use in any text-book on physics. One powder on the market at the present time consists simply of ammonium nitrate. This is dissolved in water in a tin vessel and placed in the ordinary ice box, and when the temperature begins to rise again the pan is removed and placed on a stove and the water driven off, so that "freezing powder" can be used over and over again. In order to get the best results, after the solution has stood for an hour or so dilute with more water, when the temperature will again be lowered.

Liquid Soaps.—T. H. S.—These are simply solutions of soft soap in alcohol and water. Perfume may be added to taste. If intended for use as a hair tonic and cleanser a little solution of ammonia, tincture of jaborandi or cantharides may be added. The proportions should be: Soap, 4; water, 8; alcohol, 4.

Hand Whitener.—W. L. R.—The following has proved successful in many cases. It is said to be excellent for removing freckles:

Sulphurous acid,
Glycerine,
Rost water, of each.....oz. 1

Apply night and morning, rubbing it well into the skin.

Vinegar of Four Thieves.—W. T. D.—Aromatic sulphuric acid is given nowadays as a synonym for this preparation. It is so called from the fact that it was supposed to be the prophylactic used by four ghouls, during the plague of London in 1665, to ward off the disease while they robbed the dead of their valuables.

Schlossing's Test.—F. L. W.—This test furnishes a method for determining the amount of ammonia present; it is applied as follows: 50 Cc. of standardized sulphuric acid (decinormal acid is a convenient strength) are placed in a shallow beaker and put upon the ground glass plate of a small bell-jar. In another shallow beaker 25 Cc. (or less, if the urine is supposed to contain very much ammonia) of the urine under examination are placed and 2 or 3 drops of chloroform added. This beaker is then placed on the ground glass plate by the side of the one containing the standard acid. Fifteen to 20 Cc. of fresh milk of lime are added to the urine and both beakers quickly covered in by attaching the bell-jar (its edge having been well greased) to the ground glass plate. The ammonia gas evolved is in time absorbed by the sulphuric acid. It is essential that the bell-jar be as small in capacity as possible and that it remain closed until all of the ammonia has been evolved and entered into combination with the acid. The bell-jar is then opened and the excess of sulphuric acid titrated by standard alkali (an approximately one-tenth normal solution of Bariner's hydroside is convenient), using cochineal as an indicator.

The number of Cc. of the standard alkali required to neutralize 50 Cc. of the standard acid, minus the number of Cc. of the standard alkali required to neutralize the acid remaining in the beaker, equals the number of Cc. of standard alkali equivalent to the ammonia in the 25 Cc. of urine used. Knowing the value of 1 Cc. of the standard alkali, one can readily calculate the weight of ammonia in the urine taken.

Mayer's Albumen.—H. E. S.—This is a preparation used by microscopists for fixing sections to the glass slide prior to staining and mounting. It is made by mixing equal parts of fresh filtered white of egg and glycerin, adding a trace of thymol to preserve it.

Strasburger's Test.—F. T. C.—This is a test used for detecting biliary acids in urine. It is made by mixing the urine with a little cone sugar and saturating a piece of filter paper with the solution. Then just touch the paper with a glass rod dipped in strong sulphuric acid. A purple color results if bile acids are present. It is simply a modification of Pettenkoper's test.

L. G. B. Cholera Mixture.—B. T. M.—We presume this must be the mixture recommended by the Local Government Board (Board of Health) of London at the time of the cholera epidemic some

years ago. The prescription is as follows:

Aromatic confection (powder)...3ij
Tincture of catechu.....5x
Tincture of cardamoms comp...3vi
Tincture of opium.....3i
Aromatic spirit of ammonia...3ij
Chalk mixture to.....320

Dose, 1 oz. for an adult, ½ oz. for a child 12 years old, and ¼ oz. for a child 9 years old.

There is also an L. G. B. disinfecting solution recommended to boards of health during the cholera scare of 1892. It consists of

Corrosive sublimate.....oz. ½
Hydrochloric acid.....oz. 1
Aniline blue.....q. s. to color
Water.....oz. 480

This is supplied in tablet form by some English houses.

Book Notes.

THE VOLATILE OILS. By E. Gildmeister, Leipzig, and Fr. Hoffmann, Berlin. Written under the auspices of the firm of Schimmel & Co., Leipzig. Authorized translation by Edward Kremers, Madison, Wis. With four maps and numerous illustrations. Milwaukee: Pharmaceutical Review Publishing Co. 1900. (\$5.00 net.)

The need of an authoritative treatise on the chemistry and technology of the essential oils has been felt greatly by both pharmaceutical students, dealers and distillers for a long period. In this preliminary notice of the work of Gildmeister and Hoffmann, which will be followed later by a critical study, it may be pointed out that in its special stress has been laid on the description of properties and tried methods of testing the commercially more important oils. Following a review of the spice trade in antiquity and during the middle ages is a history of the volatile oils illustrated by numerous engravings of the apparatus in use in medieval times, showing the methods of distillation formerly in vogue, and closing with half-tone engravings from photographs of modern machinery and apparatus. The various methods of separating the volatile oils of plants are described, and the constituents of these oils and the mode of analyzing them are treated very graphically and completely. The more noted oil producing districts are shown in maps and by means of copper plate engravings.

HAGER'S HANDBUCH DER PHARMACEUTISCHEN Praxis für Apotheker, Ärzte, Drogisten und Medicinalbeamte. Von B. Fischer und C. Hartwich. Zwölfte Lieferung. *Injectio bis Lac.* pps. 129-256. Berlin: Verlag von Julius Springer, 1900.¹

The wide range of subjects covered by this work and the thoroughness with which each individual subject is handled really entitles it to be classed as a pharmaceutical cyclopædia. While encyclopædic in character, however, there would be nothing to gain and much to lose by changing the name of the work, for probably no work on pharmacy has had a more widespread reputation than has Hager's Praxis, or as it is more usually referred to "Hager." The editors of the revised edition have ably performed their arduous task. So well up to date is the revision that all the changes in the fourth edition of the German Pharmacopœia, which has but just appeared, have been covered.

¹Hager's Handbook of the Practice of Pharmacy. Twelfth fascicle. Berlin, 1900. Julius Springer.

Advertising Ideas.

Under this heading we shall conduct a practical discussion of store methods and advertising for retail druggists. The Department Editor will be pleased to criticize advertisements, suggest improvements and answer all questions coming within the scope of this department, provided they are accompanied by the name and address of the writer.

ULYSSES G. MANNING,

DEPARTMENT EDITOR.

DIFFERENT KINDS OF BAD.

A RHODE ISLAND druggist devotes his space to the following ad:

Dollars Grow Rapidly

When you have lots of them at interest. But you say you haven't lots of them. Get them. We'll help you. We'll expand your income. We can't give you more dollars a week, but we can help you to save more of what you get—the result is the same. We are offering more for the money than nearly any one else—and more than we ever did before.

Not a word about drugs in this, nothing to tell whether it is an ad for hardware, shoes, dry goods or physio. This sort of twaddle never made the slightest impression on a single human being, unless coupled with some definite information about the goods or business advertised.

A Pennsylvania drug man was running this ad on September 1:

Ready for you

The season for soda water has come, and we are prepared to give you the finest made. We are going to sell ice cream soda this year.

This ad has evidently been running without change since about April 1. Really, now, when you see a case like this, doesn't it give you the impression that the advertiser is a fossil, that he doesn't make very good soda and that he is as careless in all his methods as he is about advertising?

This man is doing left-handed advertising. He would be better off without any. Any ad that bears internal evidence of being a "dead one" is a boomerang, and it doesn't take an ad long to go dead.

A New Jersey man devotes an entire column to the following ad, which I take to be a tramp, judging from the number of places I have seen it bob up:

What the careful engineer is to the machine, the apothecary is to the community which gives him patronage. The lives of men are intrusted to his care. It is recognition of this fact which has never been lost sight of in every department of this pharmacy.

One cannot help but admire the nerve of the man who is willing to devote a column of space to this hobo ad. It may be well to tell people that we recognize the fact that the lives of men are at stake at our soda fountain, soap

case or brush counter (which is an allowable interpretation of this ad as it stands), but the news is not important enough to require a column.

This advertiser appears to be long on dollars and short on ideas. A column of space can be made to do a business a tremendous amount of good, but the

Telephone 71.

A

Bargain in

Tooth Brushes.

We have just received another lot of those fine **IMPORTED FRENCH TOOTH BRUSHES**. They are the non-shedding, "money back if you want it" sort. The bristles are soft and elastic and if properly used will not wear down, break off or pull out in a short time. They are practical tooth brushes—they cleanse and they last. Those who use them like them. They are worth 35 cents, but we sell them for 25 cents while they last.

Other bargains in genuine bristle brushes—all kinds, all sizes, 5c. to 40c.

Moore's Pharmacy

Sandwich, Illinois.

One of the Prize Advertisements.

good won't come from allowing an ad like this to rattle around in the space.

A West Virginia Ph.G. employs an ad which consists of his address and the following sentence:

We use only Merck's and Squibb's in filling prescriptions.

This will, of course, be absolutely meaningless to the average drug store

patron. Names and terms which are commonplace with the trade are totally unknown to the public at large and should never be used without an explanation. If this ad had said "Merck's and Squibb's drugs and chemicals," it would have conveyed some meaning to the ordinary buyer of drugs. As it stands, the gentle reader may think that a Merck or Squibb is some new-fangled dope that he doesn't care to have mixed with his medicine.

The Prize Advertisement.

The American Druggist offers a prize of books to the value of \$2, each issue, for the best retail druggist's advertisement. The prize is this time awarded to Moore's Pharmacy, Sandwich, Ill.

Telephone 71.

She was a Martyr to Headaches.

A certain Sandwich lady, young, accomplished and a social favorite, was the victim of frequent attacks of severe headache and neuralgia, accompanied by fainting spells. At times she was almost on the verge of insanity. One day, at the suggestion of a friend, she tried Newton's Headache Breakers.

"I was relieved almost instantly," she says. "I wish every sufferer from headache and neuralgia might try Newton's Headache Breakers. They are wonderful. I should not care to ever be without them."

Please try Newton's Headache Breakers at our risk. If they don't cure, here's your money back. Price per packet, 10 cents.

Moore's Pharmacy

Sandwich, Illinois.

One of the Prize Advertisements.

CRITICISM AND COMMENT.

The batch of ads submitted by Moore's Pharmacy are all better than the average. The arguments used are good and are well expressed, while the setting could hardly be improved, except in the matter of body type. The body matter of three of the ads is set in nonpareil, which is too small for anything but short paragraphs. It is poor judgment to take pains to work out a good ad and then make it hard for people to read. The matter should be condensed, if possible, and if this can't be done without cutting out essential

Telephone 71.

A Sea Bath at Home.

The salutary effects of salt water bathing can hardly be overestimated. Besides being an excellent remedial agent in certain diseases, it revitalizes the whole system and gives the bather a sense of freshness and cleanliness unknown to one who has never tried it.

It is possible to take a salt water "dip" in your own bath tub by simply dissolving pure sea salt in ordinary water. Our sea salt comes from the most salubrious spot on the Atlantic coast. It has all the medicinal properties of the natural water. It is entirely free of impurities.

Two pounds, enough for three or four good baths, 25c. If you don't think it's delightful, here's your money back.

Moore's Pharmacy

Sandwich, Illinois.

One of the Prize Advertisements.

A Toe Corn-

is a little thing, but the pain and discomfort it causes is great. Strange that you put up with it when it is so easy to get rid of.

Don't say that you have "tried everything." You haven't tried CORNEASE. If you had, there would be no corn to worry you.

CORNEASE cures hard or soft corns, bunions, callouses, etc. It leaves a new, soft, smooth skin, and gives you ease and comfort.

There's nothing "just as good" as CORNEASE. Your money back if it doesn't do what we claim for it. Fair, is it not? Price, 25c.

Moore's Pharmacy

Sandwich, Illinois.

One of the Prize Advertisements.

portions, more space should be taken. A little additional space is something that no advertiser should hesitate to provide when he has good material to put in it.

Give Freely.

From Settle's Drug Store, Yukon, Okla., come a couple of circulars used in advertising to farmers. They are in the main excellent. They give definite information about goods and tell the price in most instances. Certain features suggest two or three observations, the first of which is this:

Tickets of some sort are offered, and customers are told to ask for them when buying. That is a common feature of the various trading stamp schemes. I do not believe in it. If you are going to do anything do it; if you

Distilled Extract of Witch Hazel.

Ours comes direct from the distiller in sealed packages. We know it is not tampered with. We buy only the best and guarantee the quality. It is distilled with fresh Twigs and contains 15 per cent. Grain Alcohol, not wood alcohol. It is the kind that does what you expect it to do. For a hundred uses it is a favorite household remedy. Try it for a 'rub down,' after a bath. Prices in bulk, 20 cts. pint, 35 cts. quart and \$1 a gallon. Special for this week Only, 1/2 Gallon Bottle—50 cts.

RICHARD H. LACKEY.

Good Advertising from Philadelphia.

Intend to give, give freely. Don't wait for people to ask, for a great many people will not ask, and they are apt to be just the people who should get the tickets. If customers don't want the tickets they will say so. If they do want them, they ought to have them without being required to ask for them.

These circulars are set largely in display, and in upper case letters at that. Such setting is apt to prove confusing to many. The matter would look better and be more readable if there were but two or three display lines on a page, the balance of the matter being set somewhat solidly in upper and lower case. Several times in these circulars we are told that the advertiser will "meet any competition." That is a sentence that always suggests to me, and I think to others, that the advertiser has some lively competition that worries him and that he doesn't make the prices, but has a sort of follow-the-leader system.

That is probably not true in this instance, or in many others where this petrified phrase is used, and for that very reason it should not be used. Its use is often a habit which should be broken. What this advertiser probably means is that his prices are never beaten, and if so, it is best to say that.

Odd Shape Circulars.

Editor Advertising Ideas:

Inclosed please find circular. This was gotten up with the intention of reaching a number of new workmen who had arrived in town and who were not acquainted with the store. It is an expensive ad, but also neat. Some of our druggist friends might care to use the idea.

W. W. Stephen & Co.

Meaford, Ont.

This circular consists of a piece of light green paper $2\frac{1}{4} \times 12$ inches. A fold was made five inches from the end, which brought the two ends within two inches of each other. This two inch section was then folded up over the end of the first fold. When folded there appeared on the outside of the five inch fold the title, "Tobaccos, Cigars, Etc.," and below on the two inch fold, the name of the firm. Inside some information was given as to the stock of smokers' supplies.

Some little kink of this sort helps a circular to get a hearing, simply because the unusual form arrests attention. There is no end to the ways in which paper can be cut or folded, and any unique design is good as long as it permits of setting the reading matter in easily readable shape. It will be well for every druggist to remember the fact that a circular of any kind is apt to be far better if it is made a folder or designed in such a way that the matter is presented in short lines. Short lines are easiest read and will be read when matter running across a wide sheet or page would get no attention.

Wisconsin Pharmaceutical Association.

The twentieth annual meeting of the Wisconsin Pharmaceutical Association opened at the Grand View Hotel, Waupaca, Wis., on September 4, and closed on the 7th. Over 200 delegates and ladies of the auxiliary attended.

Papers were read by Albert E. Maidling, E. G. Rauber and Christian Widule, of Milwaukee, and Prof. Cramer, of Madison. E. B. Helmstreet's paper on the question of erecting a building for the Department of Pharmacy, at Madison, was indorsed by resolution, and a resolution for a proposed law against the street hawking of medicines and appliances was also adopted.

C. Calkins, of La Crosse, and W. C. Tully, of Waupaca, were admitted as new members.

La Crosse was selected as the place for the next annual meeting, to take place the second Tuesday in August, and the following officers were elected: J. H. Kamps, president, Appleton; T. H. Spence, first vice-president, La Crosse; W. H. Barr, second vice-president, Milwaukee; W. P. Clarke, treasurer, Milton; Henry Rollman, secretary, Chilton; R. W. Bell, local secretary, La Crosse.

Following the business session there was a shooting contest, and in the evening the ladies of the Auxiliary Society gave a dancing party.

THE GALVESTON FLOOD.

Drug Trade Contributions to the Suffering City.

Although it is but two weeks since the entire world was shocked by the news of the awful floods at Galveston and the frightful loss of life consequent thereon, that city is gradually beginning to recover from the devastation and horror of the appalling shock.

In the work of aiding the stricken people in every way in its power the members of the drug and kindred trades have been well to the fore, as the following list of subscriptions will tend to show:

Colgate & Co.	\$250
Victor Koechl & Co.	250
Schleffelin & Co.	250
Schoelkopf, Hartford & Hanna.	100
F. W. Devoe and C. T. Reynolds Co.	100
Whitall, Tatum & Co.	100
Roesaler & Hasslacher Chemical Co.	100
Solon Palmer.	100
Fairchild Bros. & Foster.	100
The Maltine Co.	100
McKesson & Robbins.	100
Thurston & Braidich.	100
Kuthoff, Pickhardt & Co.	100
Bruen, Ritchey & Co.	25

Early last week the firm of Schleffelin & Co. received telegraphic information from the drug firm of Browne & Ogilvie, at Galveston, stating that they suffered but little damage. The name of W. P. Fisher was given in the list of those dead. Mr. Fisher, who was an employee of the jobbing house of J. J. Schott, perished with his wife and two children.

J. E. Hertz, also associated with that firm, was spending a vacation with his wife in Canada when the disaster occurred.

The Behrens Drug Co. divided the jobbing trade of the city with J. J. Schott, while of the other 19 or 20 drug firms in the city those known to be located in the flooded district were C. J. Michaelis, Berger & Heubner, August Eysell, W. G. Jones Pharmacy, J. Smith Keene, F. G. Leinbach, Mrs. T. McGork, W. A. Schuchard and I. F. Orton, who conducted three stores. All are located in the low part of the town, over which the wave swept with terrific force.

Besides the money contributions to the various funds being raised for the relief of the Galveston sufferers, the drug trade of the city early let it become known that the druggists who suffered from the storm should not want for anything in the re-establishing of their stores. While it has not been possible to get opinions from all firms, it is safe to say that not one of them would refuse an order.

William S. Mersereau, of the firm of Schleffelin & Co., said in relation to extending credit, that any customer in Galveston would receive the same treatment from Schleffelin & Co. that had always been accorded in the matter of credit or otherwise, and that the firm would not hesitate to cater to the wants of any of its former customers.

Mr. Olcott, of Dodge & Olcott, said that any customer of the firm in Galveston would be extended all the credit needed.

John McKesson, of McKesson & Robbins, said in regard to extending credit to the sufferers, that any of the firm's customers could have credit. This firm is also represented in Texas, and does a large business.

Albert Plaut, of Lehn & Fink, when asked if the firm would extend credit to its customers in Galveston, said:

"Yes. Any customer there who is on our books can have all the credit he wants."

One of the fortunate young men who were saved from the Galveston flood by not being in the city was S. M. Redburn, who represents Seabury & Johnson in the Southwest. Mr. Redburn was in the city later than he should have been, for he was due there from the 1st to the 4th of September. As it was, he managed to make his visit, secure his orders, and get out by the 7th of the month. When the hurricane struck the gulf port the salesman was in San Antonio. His relatives feared for his safety, while his mother in St. Louis distractedly telegraphed for information to this city. She was quickly informed of her son's fortunate escape.

Dr. Frank Donaldson, formerly employed in the local branch of Parke, Davis & Co., and who served as surgeon for Governor Roosevelt in the Spanish-American war, is working in Galveston as a volunteer surgeon.

Wisconsin Board of Pharmacy.

The Wisconsin State Board of Pharmacy met at Waupaca, Wis., on September 10, the members present being: D. A. Taylor, Stevens Point, president; A. F. Menges, Madison; H. G. Thompson, Marinette; H. C. Schranck, of Milwaukee, and Secretary E. B. Helmstreet, of Janesville.

The latter's annual report was interesting. Six meetings were held during the year, at which nine druggists were registered on their papers from other States; 268 applied for examinations; of this number 56 received first and 65 second grade certificates; 147 failed to pass the required examination. Although the poison record showed 63 cases, not a single one was due to any error of a druggist, and the secretary called special attention to this fact, showing the importance of the pharmacy law in protecting the public.

The total registration to this date is: First grade, 2,243; of this number 804 have been canceled by death, removal and other causes, leaving 1,439 first grade certificates in force; 1,136 assistants have been registered, 772 canceled, leaving 364 assistants. Twenty-seven minor certificates are still in force, making 1,800 registered druggists in Wisconsin September 1.

The following pharmacists were granted certificates without examination, having passed their examination in other States: F. E. Danielson, Hudson, from Minnesota; E. E. Roebuck, Hayward, from Minnesota; C. O. Danielson, Hudson, from Minnesota; H. A. J. Westphal, Milwaukee, from New York; A. Kristianson, Greenwood, from Iowa.

There were 47 applicants for certificates. Of this number the following received licentiate or first grade certificates: C. A. Love, River Falls; A. H. Woltersdorf, Columbus; A. H. Voight, Sheboygan. Certificates for assistant or second grade were granted to D. E. Billington, Hayward; Mary V. Douglass, Norwalk; E. A. Krueger, Wausau; R. T. Strauss, Appleton; V. F. Sauerburg, Milwaukee; F. J. Janda, Waupaca. The others were rejected.

The next meeting of the board will be held at Madison, October 24. After the October meeting the examinations will be two days instead of one.

P. A. R. D.

WORK IN PHILADELPHIA.

PROSPECTS FOR A PRICE SCHEDULE.

Trouble with a Department Store.

Retail Druggists Meet.

The September meeting of the Philadelphia Association of Retail Druggists was called to order at 2.45 p.m. September 7 by J. C. Perry, chairman of the Executive Committee. In the absence of the president and vice-presidents Mahlon Kratz was selected to preside over the meeting. The recording secretary reported that he had written to the secretary of the State Pharmaceutical Association, in compliance with the resolution passed at the last meeting, to ascertain the names of the committee appointed by the State Association to investigate the "Free Dispensary" question, and that the secretary had forwarded him the names of Prof. J. P. Remington, J. C. Perry (Philadelphia) and C. N. Hays, of Dubois, as members. No committee has as yet been appointed from this association. The financial secretary reported the receipt of \$56 dues from 46 members. The balance in the treasury amounts to \$701.38.

J. C. Perry, chairman of the Executive Committee, reported that the applications of five new members had been received and passed on favorably—Messrs. J. C. Peacock, 2012 South Tenth street; Fluck Bros., 2400 Ridge avenue; A. H. Brenner, Germantown avenue and Cambria street; Wenner Lum, Sixth and Buttonwood streets; Dr. Moses Stearn, 428 South Fifth street. Owing to the rapidly increasing amount of work to be done by the ward chairman, it had been found necessary to appoint assistants to certain wards, several of which were announced.

The expenses of the P. A. R. D. delegates to the N. A. R. D. convention had been estimated to amount to about \$175; it was therefore recommended that a check for that amount be drawn by the treasurer in favor of the chairman of the delegation.

The work of obtaining signatures to the "price schedule" had been practically completed, and the sheets from almost all the wards had been handed in. Ninety per cent. of the retail druggists of the city had assured the visitors of their earnest intention to maintain a schedule of prices whenever one was decided upon and adopted. The Executive Committee thought that, in view of the nearness of the N. A. R. D. convention, the delegates from this association should place these facts before the National Committee and thoroughly discuss the subject before any positive step should be taken as to the adoption of a "price schedule." Mr. Perry then stated, amid great applause, that he felt able to make the statement that the delegates of the Philadelphia Association of Retail Druggists could go before the national convention and state positively that Philadelphia was organized and ready for the putting into effect of the "N. A. R. D. plan," all the preliminary work had been done and the sentiment of the retail trade ascertained, and the P. A. R. D. was ready and anxious to receive the sanction of the National Board.

Vote of Thanks for Mr. Kratz.

The Executive Committee desired to thank the many volunteers who had taken up the work of getting signatures whenever a ward chairman could not complete his ward; Mahlon Kratz particularly had canvassed several wards in addition to his own. A rising vote of thanks was then given Mr. Kratz by the members present, to which he replied urging that all members feel as he did, that on each man's work depends the good of all.

Cutters' Views as to Price Schedule

Desiring to obtain a statement of the position of the leading cutters of this city on this matter of a "price-schedule," the Executive Committee had met several of these informally; however, no definite reply could be had, the parties seeming to be waiting for results before declaring themselves. An appointment was made by letter with a gentleman most prominent as a cutter, to discuss the matter. The committee was met most cordially by this gentleman, who stated frankly that he could not afford to raise his "cut-prices" as he depended on these as his leading advertisement, but, if the retail druggists of Philadelphia could and would make a reasonable increase in prices and stick to them, he would feel compelled to follow the same course, and would be glad to do so. The gist of the conversation was that this party did not feel very sure of the co-operation of the retail druggists, but that if they did co-operate, he would not care to risk the united opposition of the druggists of the city, and would then consider very favorably the question of better prices. "It is needless for me to comment on this, gentlemen," said Mr. Perry, "you see just how the question stands. If we druggists unite and stick together, there is not a cutter in this city who will dare to defy us; but, if we do not unite and if we waste our strength on petty bickerings and policies, we will be compelled to see our legitimate trade taken away from us without being able to prevent it."

In view of the importance to the trade at large of the Maurer-Dickinson phenacetin case, the Executive Committee had decided to recommend that an appropriation be made and turned over to Mr. Cliffe. In the discussion that followed, it was the sense of the meeting that the P. A. R. D. should take a firm stand in this matter. The contribution was ordered by an overwhelming vote, "As an earnest of the willingness of the P. A. R. D. to devote its time, work and money to every question that affected the interests of the retail druggist."

Lit Brothers' Drug Department.

A statement having been made that the new "Drug Department" soon to be opened by Lit Brothers was to be supplied with stock from Smith, Kline & French, Mr. French, of that firm, had written to the president of the association denying positively the rumor, and, furthermore, had inclosed a

copy of a letter in which they had refused to take any orders for this department from Lit Brothers. Another firm, Aschenbach & Miller, had also been credited with taking orders for Lits' "Drug Department;" a representative of this firm had stated positively to the Executive Committee that they had not supplied Lit Brothers. This action of the firm of Smith, Kline & French was heartily commended by the meeting, and, as an assurance that the association fully appreciated the stand taken, the secretary was instructed to write a letter of thanks to Smith, Kline & French, and assure them of the thanks of the association and the appreciation of its members, and its cordial indorsement of so fair-minded a stand for the interests of the retail druggist. A copy of this letter was ordered to be sent to every wholesale druggist of Philadelphia, that the position of the P. A. R. D. be unmistakably defined.

Under the head of "Good of the Order" C. H. Campbell spoke of the appearance of Lit Brothers in the drug business, it being now well known that this firm was about to open a "drug department" in connection with their many other ventures. He urged the appointment of a committee to wait upon Lit Brothers before they had gone to too much expense in stocking their place and point out to them the impropriety of their opening a drug store, not only as to the seriousness of making the instruments of life and death a matter of bargain sales, but also because of the demoralizing effect this step would have on the retail trade of the city. An earnest debate followed, in which it was clearly shown that the association did not intend to sit idle and let such a menace to the general welfare pass unattacked. No boycott or threats were proposed, it being deemed that a dignified and well grounded statement of facts and conditions would be met with similar treatment on the part of Messrs. Lit Brothers, who most certainly had not realized the evil effects their new department would produce. However, if this firm persisted in opposition to the interests of the retail druggists of this city the association would at once take steps to bring them to a realization of its strength and purpose to protect to the fullest extent the welfare of the retail druggists of Philadelphia, and the National Association would be appealed to to lend its aid to the local association. The firm stand of certain of the wholesale druggists of this city was most encouraging, as showing that they, too, realized the utter demoralization that must attend the placing of prescriptions and drugs in the same category as other bargain sales. Messrs. Campbell, Strunk, Shull and Dr. Weideman were appointed as a committee, with Mr. Eppstein, chairman, to wait upon Messrs. Lit Bros. and endeavor to dissuade them from their undertaking.

A short address from Mr. Perry, chairman of the delegation from the P. A. R. D. to the national convention, followed, in which he spoke of the earnest feeling of the delegates that their efforts for the good of the retail trade be attended with success, and, as spokesman for them, of their pride in being the representatives of the largest, most progressive and best organized of any city association. [For later developments in this matter see Philadelphia Letter.—Ed. AM. DRUG.]

INTERNATIONAL CONGRESS AT PARIS.

European Proprietors Discuss Cut Rates.

The International Congress of the Industry of and Commerce in Pharmaceutical Specialties was held at the Congress Palace in the Paris Exposition, opening on September 3.

There were about 100 delegates present, and M. Fumouze, president of the Committee of Organization, presided. After the usual introductory orations, the election of officers took place. The proceedings of the first section were opened by M. A. Girard's report on "Trade in Proprietary Medicines at Home and Abroad."

After a eulogy on the "specialité," M. Girard referred to cut prices as but a temporary evil, which must necessarily disappear when proprietary medicines come to represent the bulk of the pharmacist's business. The speaker then gave some interesting statistics. Customs returns showed France's export of medicaments to have been close to 15,000,000 francs (\$3,000,000) in 1899, as against over 12,000,000 in 1898 and over 14,000,000 in 1897. Of the amount exported in 1898 the United States took about 67 tons, while England took 225 and Mexico 261. The Argentine Republic was also a big customer, as was Belgium. Brazil took most of all—323 tons.

Of proprietary medicines imported into France in 1898, the United States had sent but three-quarters of a ton, valued at about \$3,000. England sent 24½ tons, but the total from all countries was only 32½ tons.

The United States was France's great rival in South America for the sale of proprietary medicines. Custom house returns showed that the Union imported a yearly average of \$2,000,000 worth of medicinal preparations, while her exports showed an annual total of about \$2,500,000.

An interesting point in this connection was that the South American States were beginning to manufacture proprietary medicines at home, and consequently to buy less abroad. This was especially true of the more prosperous and settled countries. Brazil, which had consumed a yearly average of \$60,000 worth of English medicaments from 1892 to 1896, showed but half that average from 1896 to 1899, and the American and French imports had diminished in similar proportions.

The question of how to push foreign business was then taken up. It was necessary to obtain the good-will of the medical profession, while pharmacists should not be neglected. Their minds should be prepared, though M. Girard was of opinion that even if only half the pharmacists were won over the public could usually procure all it required without trouble. A good local agent, knowing the customs and tastes of the country, commission agents or reliable dealers, were all useful allies. There was also the advantage of a local laboratory to avoid customs charges once the sale was sure and regular.

Asks Protection from the Manufacturers.

Discussion followed. M. Lafont, of Dijon, rose in the name of the French retail pharmacists. Might he ask for an assurance from the wholesale trade there assembled that they would engage

themselves to take some action to assure a profit to the pharmacist on the patents he handled, if they could not be actually sold at the marked prices. This quiet and politely worded speech was a reference to the struggle which at present divides French pharmacy into two hostile groups, the "specialists" and the "anti-specialists," and to a hoped for agreement between wholesalers and retailers.

M. Bertaut said the subject was a French, not an international one, and M. Lafont retorted that it should not be neglected for all that, but the chairman ruled the subject was not on the notice paper and therefore could not be discussed.

In the Second Section, M. Augendre reviewed the conditions under which pharmacy is exercised in various countries. After considerable argument, following the reading of the paper, the following resolutions were adopted:

Resolutions Adopted.

I.—It is desirable (in all countries where proprietary medicines are not freely admitted) that the formalities for the introduction and sale of foreign specialties should be unified. These formalities should above all consist in the declaration, made by the parties interested, of the active principles of each preparation.

II.—In every treaty of commerce it should be stipulated that medicaments sold under the name and seal of the manufacturer should be admitted, on the condition that the manufacturers submit to the laws existing in the country to which their goods are forwarded.

III.—1. That where customs duties are levied *ad valorem* these duties should not exceed 10 per cent. of the wholesale average value of products. 2. That where specific duties (by weight) exist, they should be graduated so that the duty on light and heavy medicaments alike should not exceed the 10 per cent. already alluded to.

Trade-Mark Protection.

In the Third Section, M. L. Comar read a paper on Trade-Marks, and after that subject had been thoroughly digested and discussed these resolutions were adopted:

I.—Trade-marks should be protected independently of the products which they designate. Consequently the trade-mark of a medicament should be protected even in countries where the medicament is prohibited.

II.—The name of a manufacturer or inventor, even if inscribed in the Pharmacopœia or any other official list of medicaments, constitutes a property which should be protected everywhere, without distinction of nationality and without obligation to register same, unless the manufacturer has willingly abandoned his rights.

III.—The use of ordinary designations (such as the scientific name of a medicament or the name of its form, for example, the words capsules, elixirs, globules, granules, ovules, pills, powders, salts, syrup, solutions, suppositories, wines, etc.) being absolutely necessary in many cases to clearly denominate proprietary medicines, it is desirable that trade-marks bearing one of these designations, followed by the name of the manufacturer or inventor, should be allowed to be registered in each country, it being understood that this regis-

tration does not imply the concession of the monopoly of the ordinary designation.

IV.—The coined name of a medicament should be protected in all countries in the same manner as the coined names of other industrial products.

V.—It is desirable that a uniform legislation be adopted in all countries as to the "patentability" of industrial products, including medicines.

Concluding Ceremonies.

M. Fumouze made the closing speech. To carry on the congress work a permanent committee would be formed, he said, consisting of the presidents, vice-presidents, rapporteurs and secretaries of the congress and its three sections, with the treasurer. This body would have power to add to its number twelve foreign delegates (one from each country) and six provincial French delegates.

A banquet and soirée was given in the evening at the Palais d'Orsay, the hotel connected with the new terminus of the Orleans Railway, and was largely attended.

SUED FOR CONSPIRACY.

Wheeling Cutter Sues Local Association.

The preliminary papers have been filed in the Circuit Court at Wheeling, W. Va., in a suit entered by Charles R. Goetze against Christian Schnepf, Charles Menkemelter, W. W. Irwin, John Coleman, J. T. Goodwin and Louis Schrader, trading under the firm name and style of J. T. Goodwin & Co., the Ohio Valley Drug Company, a corporation, for \$50,000 damages, on the grounds that they have injured his business by refusing to patronize drug firms from which he purchased goods because he has been cutting the rates on certain medicines.

The plaintiff alleges that the druggists, who have an association, have been informing traveling salesmen for drug companies and also the wholesale drug companies of Pittsburg, Cleveland and other cities of the manner in which he conducts his business and conspiring against him. He claims that these firms have refused to sell him medicines that he needed for prescriptions, saying that if they did so they would not be patronized by others.

One of the druggists against whom the suit was brought stated when interviewed that he had not been officially notified of the action and took occasion to deny the report that Mr. Goetze was forced to resign from the association. He said that two weeks after cutting the rates, Mr. Goetze attended a meeting of the organization, and, after promising that he would discontinue such a system of business, he asked the association to pay his expenses for advertising the lower rate up to this time and they refused.

The plaintiff has engaged Attorney T. M. Garvin to represent him in the case.

In Austria it is intended to admit women to a pharmaceutical career. An ordinance, regulating that matter, will probably be published during September. The conditions of admittance will be the same as for the male sex. Ladies' gymnasia already exist in Austria, so that it is to be expected within a short time female apprentices may enter the Austrian pharmacies.

Greater New York.

News of the trade in and about the Five Boroughs—Notes of Personal Interest—Changes and New Stores—Trade Gossip.

Eleven persons were elected to membership in the Drug Trade Club at its recent meeting.

M. H. McClintie, of Warm Springs, Va., sailed for Europe last week. He will make a long stay abroad.

E. H. Buehler, of Chicago, passed through the city recently on his way East, where his family spent the summer months.

It is rumored that drug swindlers are again operating. This time it is Humphreys' Specificks that are being offered to the trade under list prices.

Among those who have recently returned from vacations are Samuel M. Moneyppenny, of Schoellekopf, Hartford & Hanna, and W. P. Ritchey, of Bruen, Ritchey & Co.

W. A. Wrenn, the English chemist, who is at present on a visit to this country, sails from these shores on September 29 on the steamship "Umbria."

George Ramsey, vice-president and general manager of Hegeman & Co., No. 196 Broadway, is spending a short vacation in Toronto, Canada.

Arthur A. Stilwell left on September 1 for Colorado with his daughters, intending to return East in time to take in the Chicago convention on his way.

The stocks of C. Rowell and Otto Struebel, dealers in chemicals at Nos. 46 and 48 Water street, were partially destroyed by fire on September 15.

Drugs stored in Lehn & Fink's storehouse, at 80 Pearl street, were damaged to the extent of \$300 by a fire in the adjoining building.

Dr. Whittemore, of Parke, Davis & Co., who was a delegate to the International Medical Congress at Paris, returned to the city on the "Majestic" a week or so ago. He had been absent about four weeks.

Leon Robben, who formerly kept a drug store at 119th street and St. Nicholas avenue, but whose address is now No. 1245 Lexington avenue, has filed a petition in bankruptcy, with liabilities of \$1,490 and no assets.

The Nature Co. has been incorporated, with a capital of \$10,000, to manufacture toilet articles. The incorporators are E. S. Farra, R. H. Davis and J. H. Matske, New York.

John J. McNally, Norfolk, Va.; J. P. Gaskins, Stark, Fla.; W. H. Pierson, Lowell, Mass.; J. T. Blair, Waverly, O.; V. E. Schratz, and P. W. Vaughan, Durham, S. C., were recent visitors to the city.

The annual outing of the Alumni Association of the Brooklyn College of Pharmacy on September 13, at Woodlawn Park, Brooklyn, was a well attended and highly enjoyable affair.

F. M. Harrington, the order clerk at Seabury & Johnson's, is spending his vacation at his old home in Cambridge, Washington County, N. Y. He will have a good time; he knows how.

The firm of Stillman & Hall, Limited, New York, has been incorporated, with a capital of \$25,000, to act as manufacturing chemists. The directors are J. H. Servis, New York; F. C. Rowley, Brooklyn, and Alberto Dal Molin, Brooklyn.

This is honeymoon season about Broadway and John street. Fred E. Hill, manager of the drug department, and James M. Blain, prescription clerk, at Hegeman & Co.'s, are spending the first weeks of their wedded life up in Canada.

G. A. Otgen, a P. C. P. man of 1882, who has for a long time been with Milhau's pharmacy on lower Broadway, has resigned and left for his old home in Charleston, S. C. Mr. Otgen has a wide circle of friends in this city who will regret to learn of his departure.

Louis P. Grosholz, doing business as Grosholz & Co., manufacturers' agent for druggists' supplies at 62 Reade street, has filed a petition in bankruptcy, with liabilities of \$5,179 and nominal assets \$896. He has been in business five years.

A. Scrimshaw, the assistant bookkeeper and champion bowler of the Seabury bowling team, is now enjoying his vacation at his home in Arlington, N. J. He will soon have completed a greenhouse that will enable him to furnish fresh rosebuds to his associates.

When H. L. Rebse's drug store at 451 Graham avenue, Brooklyn, was robbed a few weeks ago, Mr. Rebse let the thief go because he said his wife and children were starving. The man was caught again a week later, and this time he is being held to await trial at Special Sessions.

The following nominations for the Board of Governors of the Drug Trade Club have been made by the Nominating Committee: For the vacancy in the term ending 1902, W. S. Ginnell; for the term ending 1903, Alexander Robb, Harry Hall, W. H. Childs, W. D. Allison and J. D. Dorsey. The election will take place October 4.

New York City charitable institutions are made the beneficiaries in the will of Samuel W. Brown, a Manayunk, Pa., druggist, who died recently. By the terms of his will Mr. Brown leaves \$5,000 each to the American Tract Society and the American Bible Society of New York, and \$10,000 to the Board of Foreign Missions of the Presbyterian Church of New York.

The will of Donald L. Cameron, the New Jersey druggist, attracted unusual attention because of a clause inserted regarding the funeral. The will, which was admitted to probate, gives his estate, valued at \$25,000, to his wife, and the clause requests that the cost of his funeral should not be more than \$50, and says, "Rather leave for the living that which unnecessarily goes to the dead."

Harry Goldfarb, of 58 Columbia street, a messenger boy employed in Alexander Goodman's drug store, Market and Monroe streets, was recently held for trial in Essex Market Court, in this city, on a charge of practicing medicine without a license. He had sold a bottle of carbolic acid to a customer by mistake and was reported to the County Medical Society.

The drug trade of the entire country, particularly the importing interest, is greatly interested in the coming conference at the Public Stores, in this city, of local appraisers of all the leading ports of entry to secure, if possible, greater uniformity in the classification and appraisement of imports. Lack of uniformity in classifying is said to have diverted many importations from this port.

Mrs. Mary Mott Gage, known as the Gage Drug & Chemical Co., of 867 Park avenue, and as Mary E. Gage, 121 East 82d street, is the first woman to file a petition in bankruptcy without the aid of an attorney. The petition was filed last week in the United States District Court. The woman places her liabilities at \$3,068; assets, none. The liabilities are for advertising in publications, mostly in Chicago and New York.

The body of the man found on a siding near the Erie freight house at Rutherford, N. J., on September 17, has been identified as that of Charles Hollister, head soda water clerk at Perry's pharmacy in the Pulitzer Building, in this city. Hollister left for Rutherford with several friends, and it is supposed that he ran after the train for New York, and, missing the step, fell under the wheels. He boarded at 129 West Thirty-fourth street and was 20 years old.

The only woman expected to be in attendance as a delegate at the N. W. D. A.'s meeting was Mrs. Fannie Lamar Rankin, widow of the late Mr. Rankin, of the Lamar-Rankin Co. of Atlanta, Ga., and is now in full control of the company's affairs. Mrs. Rankin,

besides being the head of the company of which her deceased husband was a member, is also in control of the H. J. Lamar Sons Co., of Macon, Ga. These two firms are among the best known in the South, and Mrs. Rankin is actively engaged in furthering their interests.

Visitors to the drug trade within the fortnight include Dr. A. P. Sawyer, of the A. P. Sawyer Medicine Co., Chicago, who had returned from an extended trip to Europe; W. J. Butts, Brunswick, Ga.; P. C. Candidus, Mobile, Ala.; A. E. Pickhard, Roslyn, R. I.; G. E. Blakelee, Los Angeles, Cal.; C. M. Kuykerdale, Yorkville, S. C.; J. McIntosh, Colorado City, Col.; J. B. Holt, of P. R. Holt & Son, Newnan, Ga.; T. A. Penn, of G. L. Penn & Son, Edgeland, S. C.; G. Good, of Good & Co., Allentown, Pa.; F. B. Brill, of New Haven, Conn., and Mason B. Wood, East Providence, R. I.

Different drug stores in New York City have different clienteles, according to their location. One establishment situated in the path of half a dozen ferries over the Hudson River numbers thousands of commuters among its patrons, and the trade it does is largely that of a country store, instead of a metropolitan one. For instance, the sale of sponges and of chamols cloths is unusually large, while that of prescriptions is inconsiderable. The reason for the latter is easily understood. When a commuter stands at the door giving his order with his watch in one hand and his eyes glued to it counting the seconds almost, it is rather difficult to spare the time to use mortar and pestle. So the filling of prescriptions, when it is done at all, is accomplished during the earlier hours of the day or not at all.

SAMUEL BRADHURST SCHIEFFELIN.

Samuel Bradhurst Schieffelin, 90 years old, who died on September 13, was the second son of Henry Hamilton Schieffelin, the first vice-president of the New York College of Pharmacy in 1829, and who became its president on the incorporation of the college in 1831. Henry Hamilton Schieffelin was then the head of the famous Schieffelin drug firm. It was then known as H. H. Schieffelin & Co. On his father's retirement in 1849 Samuel B. Schieffelin became the head of the firm and the business was carried on under the style of Schieffelin Brothers & Co. In 1865 Mr. S. B. Schieffelin retired, and his son, William Henry Schieffelin, who died in 1895, became the head of the firm, the firm name changing to W. H. Schieffelin & Co. W. H. Schieffelin was succeeded by William Jay Schieffelin, his son, and the firm is now Schieffelin & Co. Samuel B. Schieffelin devoted much of his time to literature, writing largely for the religious press.

MRS. E. L. MILHAU'S DEATH.

Milhau's drug store, at No. 183 Broadway, was closed, for the first time in many years, on September 18, on the occasion of the funeral of Mrs. Edward L. Milhau, wife of the present head of the old established concern. Mrs. Milhau's death was a sad one. She was at her country home at Southampton, L. I., and arose in the night. She had lit a match and was about to light the gas when she fell. The match ignited her clothing and before aid reached her she was so severely burned that she died in a few days. Mrs. Milhau was Miss Mary J. Manning, daughter of a prominent dry goods merchant, and wealthy in her own right when she married Mr. Milhau, son of John Milhau, who founded the drug store in 1830. He was a French Huguenot refugee. Edward L. Milhau, who is over 60 years of age and quite feeble, has two sons, one of whom is in the establishment of Parke, Davis & Co., and two daughters. Mrs. Milhau was about the same age as her husband and was noted for her many lovable qualities. She was an extremely charitable woman and gave largely to Catholic charities.

The Manhattan Association.

The first regular meeting of the Manhattan Pharmaceutical Association after the summer vacation was held at the College of Pharmacy Monday evening, September 17. Vice-President J. M. Pringle, Jr., took the chair, President Smith being absent. The Grievance Committee reported progress on the syphon question. Fifteen new members were balloted for, and five new applications were read. A communication was read from Sidney Faber asking that the Grievance Committee take up the sub-

ject of increased insurance rates on drug stores. A recess of 20 minutes was taken to allow Felix Hirseman, a delegate to the N. A. R. D., to make his report. Mr. Hirseman stated that he had been present at the birth of the N. A. R. D. He had always, so far, taken a passive part in all its proceedings, but on his visit this time to the convention, noticing the earnestness of some 300 delegates, he concluded to take a more active part. He called the attention of the meeting to the number of cities in which the N. A. R. D. had helped the druggist, and also called attention to the fact that manufacturers now showed their good intentions by making all contracts with newspapers to read that if any advertisement is printed in such newspapers giving the price of a patent medicine at less than that furnished by the manufacturers the advertisement contract is to be considered null and void.

Wm. F. Muir, of Brooklyn, was granted the privilege of the floor, and also spoke of the success of the N. A. R. D. through the West and Southwest. Chairman Pringle asked if Mr. Hirseman had any suggestions to make, and Mr. Hirseman suggested that it would be well to take the subject up and give the N. A. R. D. a fair trial in Greater New York. George E. Schweinfurth moved that a committee of five be appointed to take action on the offer of the N. A. R. D. that if 75 per cent. of the pharmacists in any city or section will agree among themselves to advance prices on patent medicines the N. A. R. D. will put into force the tripartite agreement, and that sister associations be requested to appoint like committees to meet this committee.

Chairman Pringle appointed on that committee George E. Schweinfurth, chairman; Felix Hirseman, Chas. H. White, A. P. Kerley and S. F. Haddad. There being no further business, the meeting was adjourned.

WESTERN NEW YORK.

Trade Flourishing.

FOR THE STATE MEETING.

Buffalo, September 19.—The general report of the Buffalo retail druggists is very satisfactory of late. Trade has been good and the amount of cutting has been less than was to be expected, considering the people in the drug business. Strange to say, however, the first case to be taken up in connection with the maintenance of the new minimum price list was not a department store or a heavy grocer, as might have been expected, but one of the east side retailers, who for some reason had become offended at something done by the Erie County Pharmaceutical Association and not only resigned but began to cut the price list. A meeting has been held to consider the best method of dealing with the delinquent, but no report has been given out. It is doubtless the plan not to make anything public at present, lest it still further aggravate the offense and injure the cause. It is hoped that the member will consent to reconsider his action and go on with the effort to keep prices on a living basis.

State Association to Meet on June 12.

The Buffalo committee of twelve, selected to arrange for the meeting of the New York State Pharmaceutical Asso-

ciation next year, met on the 17th and fixed the date of the meeting at June 12, if agreeable to the Executive Committee, which it doubtless will be. It was also agreed that there should be a five days' convention with a business session every day, though it is expected that this will be so far modified that on one day there will be two sessions in order to admit of an all-day trip to Niagara Falls. The long time taken is, of course, on account of the Pan-American Exposition, which will by that time be in full running order, while at the same time the weather will not be hot and the big crowds will not yet have arrived.

Buffalo Bowlers Ahead.

The Buffalo drug bowlers who went to Cleveland early in September to play a return game with the drug bowling club there came out best in the score by 226 points. The game itself was not a remarkably well played one, as the Cleveland men did not appear to be at their best and Buffalo failed to get the "hang" of the alleys very early in the contest. J. A. Lockie and Perkins were high men in the Buffalo club and Krause in the home club. The visitors were royally entertained. Coming off the boat they were given a neat breakfast, then driven about the city until lunch time, then after the match, which occupied the afternoon, a fine supper was set forth to cheer them on the way home by the night boat.

At Work on the Pharmacopoeia.

The sub-committee on the revision of the pharmacopoeia which has to deal primarily with the question of atomic weights and additions and expurgations, has been very busy discussing the pro and con of each point raised by this or that member, with no final conclusions as yet, though it now looks as though the basis of 16 for oxygen would be recommended, for though the basis of hydrogen at 1 is theoretically the proper one it is so much less practical that it is felt that a departure from it will be best. Still it may not be done finally, in spite of present appearances. Other changes are not given out, as they are in too undetermined a state as yet. It is thought that the new issue of the book will be made in 1903, on the regular ten-year schedule.

BUFFALO NOTES.

Martin Van Every, druggist on Michigan street, Buffalo, has lately returned to business from the hospital, where he underwent an operation for appendicitis.

The Buffalo bowling druggists will meet on October 5 to arrange for the winter's contests, which are expected to be quite as well patronized as any of the previous winter matches.

The epidemic of hydrophobia that has been rampant in Erie County for a year or more appears to have been stamped out by the energetic measures taken by the Buffalo Health Department, and the dogs that were sequestered from sight for several months are slowly returning to the streets, though none are permitted at large as yet without muzzles. For this reason it has been quite generally felt that pet animals might as well be kept in till full freedom is permitted. People without dogs are quite in favor of a perpetual ordinance.

STATE NOTES.

The Oldbury Chemical Company, of Niagara Falls, has been sued for \$10,000 by W. F. Sagar for injuries received in the company's plant.

Damage by fire to the extent of \$500 visited the drug store of F. X. Harter, at Rochester, on the 9th inst. The fire was caused by Mr. Harter dropping an oil lamp. The loss is covered by insurance.

For some time past Hanna & Colling, Syracuse druggists, have been missing packages of

drugs. They kept a close watch and about a week ago a man was caught who had entered by the rear door and picked up a few articles. About \$25 worth of drugs were found in the man's house and identified by the druggists as their property.

The People's Health Company, of Syracuse, has recently been incorporated at Albany with a capital of \$1,200. The object of the company is to secure the attendance and service of physicians and pharmacists. Albert L. Crandall and John G. Banney, of Syracuse, and Orrin F. Vedder, of New York, are the directors.

Articles of incorporation have been filed by the Sullivan Chemical Company, of Acidalia, Fremont, Sullivan County. The company has a capital stock of \$65,100, and is formed to manufacture acetate of lime, soda and lead and by-products. The directors are Eugene F. King, Albert Holcomb, Mrs. E. F. King and Charles J. Smith, of Acidalia, and Mrs. E. K. Hoyt, of Binghamton.

The drug and novelty store of John Boorman, of Caledonia, N. Y., was entered by burglars on the night of the 16th and the place ransacked. When his clerk entered the store Sunday morning he found that the window in the rear of the store had been pried open. The till had been broken into and the cash taken. The thieves had also robbed the box in which the telephone funds were kept and had refreshed themselves with ice cream. A box containing about six dollars in change was overlooked.

Atlanta Druggists' Barbecue.

The Atlanta Druggists' Association gave a delightful barbecue at the Chatahoochee River on September 14. Barbecued meat of every description, Brunswick stew and all the other accessories, were present in abundance. With beer and good cheer and tempting viands of endless variety, an hour was passed away. And then every one pushed back his chair, lighted up and listened to speeches with that happy sense of merriment that comes only to the man who has dined well and is enjoying a good cigar. There were no pre-arranged toasts.

Dr. G. Y. Pierce was the first called for, and he responded in the humor of the hour—glad he was present and glad every one else was present. He was followed in rapid succession by Dr. R. L. Palmer, Dr. C. L. Stoney, Dr. Joe Jacobs, Dr. T. V. Hubbard, Dr. W. B. Freeman and Dr. W. S. Elkin, Jr. All the speeches were short, sharp and to the point.

The Druggists' Association was organized last July. It now has about thirty members, and is in a most prosperous condition. The officers are C. L. Stoney, president; W. B. Freeman, vice-president; R. L. Palmer, treasurer, and W. S. Elkin, Jr., secretary.

The members of the organization are Abernathy Bros., M. B. Avery, J. F. Burdshaw, H. Benjamin, L. R. Bratton, Brown & Allen, W. M. Curtis, A. L. Curtis, DeLamater & Todd, R. G. Dunwoody, Elkin-Watson Drug Co., Louis Estes, W. R. Edmonson, W. B. Freeman, C. M. Green, Hood & Roberts, Joseph Jacobs for Jacobs' pharmacy, Moran's pharmacy, George Y. Pierce, R. L. Palmer, N. Pope, L. S. Provano, Stone & Johnson, C. L. Stoney, Charles O. Tyner, W. O. Trammell, E. L. Wiggins, Charles A. Winkle, R. F. Watson.

The Georgia Board of Pharmacy.

The next meeting of the Georgia State Board of Pharmacy will be in Atlanta on November 26. The two new members of the board, Chas. D. Jordan, of Monticello, and J. Glenwell Dodson, of Americus, will succeed J. P. Turner, of Americus, and Harry Sharp, of Atlanta, on November 1, and hence will take part in the conduct of the examination which takes place on the 26th.

MASSACHUSETTS.

A New Board Member.

TO REVISE THE PHARMACY LAW.

Committee Interview Governor.

Boston, September 20.—At the last meeting of the State Pharmaceutical Association a committee was appointed to select a candidate for the State Board of Pharmacy to succeed Mr. Larrabee, whose term soon expires. The committee met last week, and then adjourned to the State House. Ex-President William D. Wheeler acted as chairman, and he introduced as the first speaker Henry Canning. The other speakers in order were Samuel A. D. Sheppard, L. G. Heinritz, Representative Bullock and William W. Bartlett. Mr. Canning, in his speech, strongly favored George M. Hoyt, Ph.G., of East Weymouth, the committee's choice for the position. A petition in Mr. Hoyt's behalf, signed by many of the prominent pharmacists of this State, was also presented at the same time.

Mr. Hoyt graduated from the M. C. P. in 1881, and has served that institution for many years as trustee. He was in business in this city for many years, and then moved to East Weymouth, where he has since conducted a pharmacy. He is in every way fitted for the position, and his selection would be most excellent.

Mr. Hoyt Appointed.

In compliance with the recommendation of the committee, Governor Crane yesterday afternoon appointed George M. Hoyt, Ph.G., of East Weymouth, a member of the Board of Pharmacy. This appointment was made necessary by the five-year limit law, and under its provisions John M. Larrabee, the present chairman, must retire. In accordance with this retirement and appointment the board will have a new chairman when it reorganizes.

To Redraft the Pharmacy Law.

President Hubbard has appointed the following committee to redraft the pharmacy law: Fred. A. Hubbard, J. H. Manning, L. G. Heinritz, G. L. Roskell, W. D. Wheeler, Ph.G., W. W. Bartlett, Ph.G., W. F. Sawyer, J. F. Guerin, W. J. Colcord, J. W. Cooper and C. F. Nixon, Ph.G.

J. W. Colcord's Arrest.

The arrest of J. W. Colcord, of Lynn, on a charge of illegal liquor selling, has caused a sensation, because the defendant is not only well-known in his native city, but is prominently identified with affairs pharmaceutical throughout the State. Lynn has a so-called temperance fund, and there is an agent thereof to dispense the dollars to procure evidence. This organization has been showing some activity of late, and on this account Mr. Colcord is in the toils on evidence secured by private parties. Mr. Colcord is naturally indignant over the affair. The case has already been heard in the lower court, where judgment was rendered against Mr. Colcord; an appeal was taken.

License Troubles in Rockport.

Rockport druggists have been getting

experience with the license law, too, for on September 11 two of the craft were in the Gloucester court charged with a violation of that measure, and were fined \$50. They were Sidney S. Poole and Nellie G. Bass; both appealed. During the trial it was in evidence that the Selectmen of Rockport have up to the present time refused to grant any sixth-class licenses, although applications have been filed for these permits.

D. B. Jones of Malden Missing.

D. B. Jones is a Malden drug clerk. He has been missing from home about a week, and his disappearance caused Mrs. Jones considerable concern. In fact, she not only applied to the police to aid her in finding her absent spouse, but she swore out a warrant, charging him with desertion. Last Sunday, however, Mr. Jones appeared upon the scene and stated that he had been visiting friends in Maine. This set matters right, as Mrs. Jones had the desertion warrant withdrawn, and the Joneses are now at their home on Irving street, apparently happy.

Report on Drug Adulteration.

The State Board of Health examined 33 samples of drugs during July, and report finding 20 of that number to vary from the legal standard. The samples of drugs found to be adulterated were Cayenne Pepper, Extract of Licorice, Glycerine, Tincture of Iodine and Water of Ammonia. Eight samples of confectionery were also examined, and only one is reported of "good quality." The condemned specimens were "brandy drops," the syrup of which contained more than one per cent. of alcohol by weight.

HUB NEWS.

The Weeks & Potter Co. contributed \$300 to the Texas Relief Fund.

The Eastern Drug Co. has increased the Galveston fund by \$100.

The Angier Chemical Co. has just sent \$25 to the Texas Relief Fund.

William D. Wheeler, Ph.G., has withdrawn his name as a candidate for the Legislature.

Carter, Carter & Meigs have sent a check of \$100 to the Galveston sufferers.

Frank A. Davidson, Ph.G., president of the T. Metcalf Co., is in New York for a few days.

Harry Marvin, who clerks for Putnam in School street, intends to take his vacation about October 1.

William W. Cutler, assistant secretary of the Eastern Drug Co., went to Magnolia, on the north shore, for his annual vacation.

George L. Peirce, Ph.G., of last year's class, has just purchased a store at Boylston Station.

The Mellin's Food Co., 291 Atlantic avenue, recently sent \$100 to the relief of the Texas sufferers.

John G. Godding, Ph.G., 278 Dartmouth street, has just returned from a vacation of five weeks spent in Maine and Vermont.

The Potter Drug & Chemical Co., Columbus avenue, is a contributor to the Galveston fund to the extent of \$250.

Thomas Voegeli, of Voegeli Bros., Minneapolis, Minn., is away from business cares for a while and has just paid the Hub a visit.

Josiah Bryant, so many years at George C. Goodwin's and now with the Eastern Drug Co., has been confined to his home in the Highlands for some time by illness.

Charles E. M. Harrington, of the Eastern Drug Co., has just gone on his vacation, a week of which he intends to spend in New York City.

William E. Capper, Ph.G., head clerk at the City Hall drug store, has so far recovered

from his recent illness that he spends a portion of each day looking after business.

Alfred H. Bartlett, formerly with West & Jenney, has just returned from his vacation. Mr. Bartlett is now with the Eastern Drug Co. and has a desk upstairs. All of the shipping orders of this concern have the personal supervision of Mr. Bartlett.

The Moxie Nerve Food Co., of this city, recently asked the United States Supreme Court of the district of Rhode Island for a preliminary injunction against a Providence dealer, to prevent the said dealer from selling a drink which the Moxie Co. stated was similar to their preparation. The motion was granted.

MASSACHUSETTS MENTION.

H. F. Weir is the new manager of the City Hall drug store, of Lynn.

A. E. Webber, of Springfield, is a petitioner in bankruptcy; liabilities, \$1,848.

W. H. Bartlett recently purchased the Stickney store, Salem.

The Aldermen of Taunton have voted not to grant any sixth-class license permits.

G. O. Levasseur succeeds H. H. Fairbanks, of Worcester.

The Hub Pharmacy, of Springfield, has been purchased by the Worthen Co.

The store of George Rice, of South Framingham, has been bought by C. F. Thayer.

C. M. Rogers, a druggist of New London, Conn., is the first citizen of that town to indulge in the luxury of an automobile.

Roy D. Judd, Ph.G., M. C. P. '99, is now the proprietor of a store at Gardener. Mr. Judd clerked in the store for some months before assuming ownership.

The Worcester County Pharmaceutical Association held a meeting at Lake Quinsigamond on September 6. There was a dinner and a business meeting, at which the members voted to join the N. A. R. D.

Miss Louisa Ayer, daughter of Frederick Ayer, of the Ayer family of the Spindle City, was married to Mr. Donald Gordon, of Cambridge, at Mr. Ayer's summer home at Little Boar's Head, N. H., on September 3. The event was celebrated in a fitting manner in the presence of a large number of guests. Miss Beatrice Ayer, of Boston, acted as one of the bridesmaids.

Vermont State Pharmaceutical Association.

The seventh annual meeting of the Vermont State Pharmaceutical Association was held at Rutland on September 19 and 20. At the opening session there was an address of welcome from the Mayor of the city, John D. Spellman, following which came the regular order of business.

On the second day, after the members had been treated to a trip of inspection to the mills and quarries at Proctor, there was a reading of communications and much other business. In the evening there was a banquet, at which F. W. Pierce, of Chester, acted as toastmaster and Governor-elect Stickney, who was in attendance, replied to the toast, "Our State."

Suit Against N. A. R. D. Members.

After trouble that has lasted several months the Owl Drug Co., of Los Angeles, Cal., has brought suit against F. W. Braun & Co., Hass, Baruch & Co., wholesale druggists, and twelve retailers, the latter members of the National Association of Retail Druggists, asking \$50,000 damages.

It is alleged that the wholesalers conspired with the retailers to prevent the Owl Drug Co. from obtaining goods, because the latter have advertised widely as cut rate druggists.

PENNSYLVANIA.

Victory for P. A. R. D.

ARGUMENTS MOVE LIT BROS.

Drug Department Idea Abandoned.

Philadelphia, September 20.—The P. A. R. D. has accomplished something which could not have been done without organization when they secured the consent of Lit Bros. & Co. to abolish the idea of conducting a drug department in connection with their store. As exclusively published in the last issue of the AMERICAN DRUGGIST, Lit Bros. had made all arrangements to handle all kinds of drugs and had engaged competent druggists to run this department. Since then this house has been buying a large stock, the majority of which had to be secured outside of this city, as the wholesale druggists here refused to sell them.

As soon as the Philadelphia branch of the N. A. R. D. learned of the intention of Lit Bros. & Co. to start up a drug store a committee was appointed to wait upon the officers of this company and try to prevail upon them to give up the idea of entering the drug field. On Monday, September 17, a conference was held by representatives of the Philadelphia Retail Drug Association and the officers of Lit Bros. & Co. At this meeting it was shown that the departure would hurt both the retail druggist and the department store and it would be the beginning of cutting by all concerned. After the matter was gone thoroughly into the officers stated they would not deal in drugs and would confine themselves to the sale of toilet articles and such other goods as they have been selling for some time.

This news created rejoicing among the retail and wholesale druggists, and it is stated the other department stores that were inclined to follow Lit Bros. & Co. will not take up the drug business at this time. It was stated that John Wanamaker would never go into the sale of drugs, as he has not a great love for this business. It is said he said: "The first position I ever had was working in a drug store. I got \$1.50 a month and had to work from 7 a.m. to 9 p.m. At the end of the month the druggist discharged me, saying I was not worth what he was paying me."

It was given out that Lit Bros. & Co. was to be supplied with all the articles necessary for a complete drug department by Smith, Kline & French Co. This, however, was not correct, as this house refused to do business with the department store. It has been selling it toilet articles, but drew the line on the sale of drugs. Mr. French, of that firm, wrote to the president of the association denying positively the rumor, and, furthermore, inclosed a copy of a letter in which they had refused to take any orders for this department from Lit Bros. This action so pleased the Philadelphia Association of Retail Druggists that the recording secretary was instructed to send the following letter to Smith, Kline & French Co.:

Messrs. Smith, Kline & French,
429-435 Arch street, City.

Gentlemen: Your letter of the 7th instant to the president of this association, containing information of your refusal to supply Lit Brothers with goods for their proposed "drug

department," was received, and has been read before our September meeting.

In recognition of the unselfish action of your firm in endeavoring to protect the retail druggists of this city against an unfair competition, a resolution was unanimously passed instructing me to convey to you the hearty appreciation and approval of the Philadelphia Association of Retail Druggists for the position you have taken. It is indeed a pleasure to find such co-operation on the part of an allied branch of our profession, and you may rest assured that your action will meet with cordial support from the members of this association.

I have also been instructed to send a copy of this letter to every wholesale druggist of Philadelphia, to emphasize the appreciation of the P. A. R. D. for your public spirited policy, and to express the position of this association on a question that affects every retail druggist. This, I assure you, I shall do at the earliest moment.

Yours very truly,

Frederick T. Gordon,

Recording Secretary P. A. R. D.
Philadelphia, Sept. 8.

One View of Cutting.

A well-known wholesale druggist of this city recently said that he is not at all in sympathy with the movement to prevent these so-called "wholesale cutters" from obtaining patent medicines direct, and gives his reasons as follows: "The sale of patent medicines is an annoyance and expense. In them there is profit to no one, except the manufacturer, and should the present movement succeed, which I very seriously doubt, it will divert the energies and capital of these co-operative bodies from this unprofitable part of our business to that in which the margin of profit is larger, and soon we will be selling chemicals and sundries at the same ratio of profit as we are now selling these nostrums. Better by far allow these bodies to have the patent medicine business than for them to be forced into that department which is the lucrative part of the business."

MINOR NEWS NOTES.

E. Spliers is here representing A. C. Meyer & Co., of Baltimore.

Sunday selling of soda water and like beverages has been stopped at Millvale.

C. M. Edwards has gone to Pittsburg in behalf of Gilpin, Langdon & Co., of Baltimore.

The Colonial Chemical Co., of New York, is represented by C. C. Peck and reports good business.

C. C. Peck, of Paroubek Bros. of New York, has just departed with many orders for their finger protectors.

Frank C. Davis, Sixteenth and Vine streets, has been bereaved by the loss of his wife, who died at her residence on September 8.

W. L. Cliffe and Wm. McIntyre have returned home from Detroit, where they have been attending the sessions of the N. A. R. D.

Charles H. Bohn, who owns the stores at Second and Poplar streets and 24 North Thirteenth street, has purchased the store at Eleventh and Vine streets from the estate of Alonzo Robbins.

Mahlon N. Kline has been appointed chairman of the Committee of Drugs and Pharmaceutical Preparations which has been organized to push along campaign work for McKinley and Roosevelt.

Samuel W. Brown, a retired druggist and widely known resident of Manayunk, died recently in that city. In 1861 he began business for himself in Manayunk, from which he retired ten years ago.

John W. Drake, manager of the Cambridge Pharmacy, at Cambridge Springs, for the past five years, has bought the stock and fixtures of the store from the administrator and taken possession as proprietor.

The Drug Clerks' Association of Lebanon recently tendered a farewell to four members of the association, George Holstein, Irvin Fox, Horace Michael and Charles Long, on the eve of their departure for the Philadelphia College of Pharmacy to pursue a course.

The Sylvan Manufacturing Co. is the name of a new firm incorporated under the laws of Pennsylvania to engage in the manufacturing and selling of chemical compounds. The capital stock is \$20,000, and the directors are G. McGargo, W. Cross, J. F. MacKenzie, all of Pittsburg, and J. A. Kyle and J. A. Cannon, both of Chicago.

W. D. Roberts, a veteran druggist of Washington, Pa., has disposed of his store to Wm. S. Vance. Mr. Roberts had been in the drug business in Washington 30 years and eight months. For 19 years he had been in business for himself and had conducted the store 13 years. Ill health compelled him to retire. Mr. Vance, his successor, is a graduate of the Pittsburg College of Pharmacy and is very popular.

Suit has been begun by Ubert K. Pettingill, trading as Pettingill & Co., of Boston, against the Sovereign Remedy Co., to recover \$26,987.98. The plaintiff alleges that he carries on a newspaper advertising agency and entered into a contract with the defendant company on July 28, 1899, for the placing of advertisements for its medicines. The same plaintiff also sued the Sovereign Company to recover on a promissory note for \$2,988.10.

OHIO.

Merrell Works Blown Up.

FIFTEEN THOUSAND DOLLARS LOSS.

Mysterious Explosion.

Cincinnati, O., September 25.—Shortly before 2 o'clock last Friday morning a triple explosion occurred at the Merrell Chemical Works, at Fifth and Butler streets. The theory of Charles Merrell, of the firm, is that the accident was due to spontaneous combustion. The drug room is at all times kept closed, and he says that the evaporation of crude drugs may have caused gases that combined and resulted in spontaneous combustion. This caused fire and the explosion of various drugs resulted. It was the last place in the big chemical plant where an explosion was to be expected. So powerful was the explosion that a section of thirty feet of the rear wall was blown out, leaving a gap from the roof to the floor. The loss is estimated at \$15,000. The loss is fully covered by insurance. At the time of the fire there was at least \$25,000 worth of drugs on the floor of the explosion, but some of this was saved by the firemen and salvage corps. The blaze that resulted from the explosions was by dint of hard work kept within the confines of the room in which it started. A fire wall aided much in preventing the fire from spreading. Many of the firemen were suddenly taken ill on account of the fumes that came from the building.

In speaking of the fire Fireman Charles O'Brien said: "Some of it smelled like a fine cologne factory, and other fumes made me imagine that all the dumps in the city had been turned upside down in one mass. Several members of my company had to go outside and get fresh air." During the progress of the fire it was necessary to constantly supply the firemen with fresh ice water in order to overcome the sickness that attacked them. Nor was this all that the firemen had to contend with. The boys of the Tens had a close call for their lives, when a section of the rear wall caved in after the first two explosions. The fire caused much excitement in the eastern portion of the city, and many people flocked to the scene. The police did good work in preventing spec-

tutors from going too close to the burning building. The William S. Merrell Chemical Company is one of the largest concerns in the West and does a large volume of business yearly.

Heard Around the City.

Joseph Noertker has purchased James Mossman's store at Pearl and Pike streets.

Samuel G. Harris has opened a new store across the river at Dayton, Ky. He will succeed.

Edward Voss, Jr., is visiting friends and relatives in New York City. He was entertained by the Drug Trade Club.

G. W. Patmor, late of Bond Hill, one of our pretty suburbs, is now located at Lynchburg with B. F. Goddard & Co.

F. J. Bosa, one of the prosperous druggists of Hartwell, a thriving Cincinnati suburb, is visiting his old home at Ironton, O.

Frank T. King, the well-known druggist of Delphos, O., has been a patient here for some time past at Dr. C. B. Holmes' hospital.

S. S. Coleman, formerly of Nicholasville, Ky., has taken charge of the Market street store of Roenham & Company at Louisville.

Thomas B. Maddox, well known to Cincinnati druggists and Southern trade generally, has accepted a position with McKesson & Robbins, of New York.

S. T. Davidson, of the Costalow pharmacy at Barboursville, is spending a four weeks' vacation at the northern lakes. His health is much improved.

P. P. Williams succeeds S. H. Franklin at Summer Sheds, Ky. Mr. Williams is a capable and clever pharmacist, and will doubtless be able to build up a nice business.

W. K. Averhill, the well-known pharmacist of Frankfort, Ky., stopped in Cincinnati for a few hours the other day, on his way East. He goes away annually on a pleasure trip.

Dr. A. H. Barnhart, a prominent druggist of Tiffin, has filed a deed of assignment. J. W. Leahy qualified as assignee in the sum of \$4,400. The assets are \$2,200, liabilities unknown.

The coming season at the Cincinnati College of Pharmacy promises to be a most prosperous one. Prof. C. T. Fennell is receiving requests almost daily for prospectuses of the famous school.

John R. Lehman, for a number of years past a cashier of the Perrina Drug Company, of Columbus, and private secretary to Dr. S. B. Hartman, has tendered his resignation and will enter the temperance lecture field.

Many druggists residing in nearby cities and towns have taken advantage of the reduced railroad rates during the Fall Festival to visit Cincinnati and combine business with pleasure.

Suit has been brought at Columbus by Hugh S. Stewart against the Hugh S. Stewart Company, I. L. Clark and Emanuel Kromer to enjoin the defendants from manufacturing and selling certain medicines.

Local jobbers and prominent retail druggists have been discussing the practicability of starting a social club in Cincinnati and establishing a suitable club room for members. Social intercourse is the idea.

Col. T. A. Pope, senior member of the Pope Drug Company, of Franklin, Tenn., recently passed to the great beyond. He was one of the best known men connected with the trade in the South. The business will be continued under the same firm name.

Dr. Robert H. Weatherhead, the veteran druggist at Sixth and Vine streets, delights in telling about the achievements of his son and namesake as a member of the Avondale Base Ball Club, which recently won the pennant in the Saturday Afternoon League. The young man is a comer for sure.

Norman T. Boggess, the well known young son of J. N. Boggess, of Huntington, W. Va., was joined in wedlock with Miss Olive Higgins, a popular society belle of the same place, recently. The bridal couple went on an extended honeymoon tour after receiving congratulations of many friends.

Leo H. Fihe, a popular pharmacist, has opened a fine new store at Richmond, Ind. Mindful of the fact that the progressive man is the one who gets the patronage, Mr. Fihe opened up with a fine stock and equipments of the best. Business is better than he expected for a starter.

The druggists of Kent have organized the Portage County Retail Druggists' Association. An effort will be made to have all the druggists of the county join and become a part of the Northern Ohio Druggists' Association. The object is the betterment of the drug business. A uniform scale of prices will be adopted.

MICHIGAN.

BUSINESS FLOURISHING.

Local Effect of N. A. R. D. Meeting.

Detroit, Mich., Sept. 19.—The second annual convention of the N. A. R. D., held here last week, has been the important feature in local drug circles. The Detroit retailers have been thoroughly jarred out of their rut, and a quiet determination to avail themselves of the N. A. R. D. plan has taken possession of them. No doubt definite results will be in evidence ere many weeks. It was a goodly sight to see the interest displayed by the old guard in everything pertaining to the convention.

Old Guard in Evidence.

They were on hand at all the meetings, entertained the delegates with a very warm smoker, and enjoyed the lake trip and banquet tendered by Parke, Davis & Co. with an enthusiasm that argues well for the winter's work of the Detroit and Wayne County Retail Druggists' Association. The N. A. R. D. honored Detroit and its association by electing Mr. Seeley as first vice-president.

Business Flourishing.

Wholesalers and retailers both report a good business along legitimate lines, but the little winter that followed in the wake of the Galveston cyclone has knocked the bottom out of the soda business, to the secret delight of a large number of clerks.

The Drug Clerks' Association.

has just secured new quarters at 80 Gratiot avenue, where they can carry out their winter campaign of business and pleasure on much the same lines that proved so popular last year. A lunch is served at every meeting, followed by such miscellaneous entertainment as can be obtained. Meetings are called every second Wednesday at 11 o'clock p.m., and last usually until 1 a.m., or later as may be necessary.

MINOR NEWS NOTES.

Norman McBain goes to Carsonville, Mich.

F. D. Wiseman is now with F. K. Stearns & Co.

Herman Barrie is no longer with C. A. Schaffer.

Mr. Springer, formerly of the firm of Hoffman & Springer, has purchased the Grandy pharmacy from Earl Townsend.

Walter McAdam, of Farrard, Williams & Clark's city department, is still laid up with the hip trouble contracted while on his vacation.

A new drug company has been organized at Benton Harbor, under the name of the Battlement Drug Co. The firm has recently become chartered under the laws of Michigan, and begins business with a capital stock of \$5,000. The incorporators are A. H. Wiggins, P. Tonnelier and Alice Tonnelier, all of Benton Harbor.

Charles McCarger, a druggist, of Mulliken, Mich., has been arrested for causing the death of a man who is alleged to have purchased liquor at McCarger's store. The complaint is made by a brother of the dead man, who states that his brother met his death by falling down a bank, breaking his neck. McCarger furnished bail for his appearance.

Four South Haven druggists were before the Circuit Court recently, charged with having violated the local option law. Charles S. Hill was tried by jury and convicted; C. E. Abell was tried and acquitted. W. J. Hemwood withdrew his plea of not guilty and pleaded guilty, while E. B. Napier, against whom there are six pending charges, gave bonds to appear for trial at the November term of court. The case against Hill will probably go to the Supreme Court.

A little investigating on the part of the public would soon puncture the claims of the big advertising department store and other cutters. In some of their ads, great stress is laid on the prescription department, elaborate dissertations are given upon the completeness of the same, etc., but they forget to say that there is but one full registered man employed in the establishment or that in another place an assistant has full charge. Another prominent cutter says, when approached for a situation, "I pay \$10 a week; if you want to work, all right, go ahead." It is almost unnecessary to state that new faces are seen behind his counter with charming regularity.

ILLINOIS.

WHOLESALE MEET.

A Large Number Present.

New York Absentees.

Chicago, September 18.—The Auditorium Hotel is thronged with members of the National Wholesale Druggists' Association and the Proprietary Association of America. Although the hotel is enormous, its capacity appears to be taxed; this is partly due to the fact that a meeting of railway men is also going on there. There are well-known men in attendance from all parts of the country, but at the same time the roll of notable absentees is large, so large that the matter has provoked considerable comment. Among the big New York houses whose representatives are conspicuous for their absence are Lehn & Fink, McKesson & Robbins and Schieffelin & Co. Others of the "old war horses" whose coming has been awaited in vain are: George W. Kelly, of Pittsburg; Albert Plaut, of New York; Wm. R. Warner, Sr., W. S. Mercereau, of Schieffelin & Co.; Henry Dalley, of Lazell, Dalley & Co.; John M. Peters, of New York; M. M. Fenner, Wm. O. Blanding, Commodore I. E. Emerson, Dan Myers, O. I. Hood, of Lowell; Alfred E. Rose, Thomas Dolber, John B. Purcell, George A. Newman, of Louisville; J. W. Cheney, of Toledo; C. P. Walbridge, Charles H. Fletcher, of "Castoria."

A Large Number Register.

In spite of the fact that these men have staid away, the veteran secretary says that the registration on the first day was larger than at any similar meeting within his remembrance. Every one is on the qui vive to know just what action will be taken with regard to the "triple alliance" plan that has been attracting so much attention of late. Modifications in the stamp tax law probably will be urged, and some of the delegates have been quoted as saying that they are anxious to secure national legislation that will check the practice of adulterating drugs.

Carter Harrison Appears by Deputy.

Mayor Harrison was put down for an address of welcome when the wholesalers assembled at 10 o'clock this morning, but he followed out his custom of sending a substitute. The substitute was Deputy Comptroller Frost.

and he filled the gap in an able manner. The meeting then listened to chairmen of committees, who read reports that were followed by discussions.

Delightful Gathering at the Auditorium.

Last night members of both associations attended a reception in the parlors of the Auditorium Hotel. Mr. Noyes made a short address, and was followed by the Lotus Quartette, which yielded to the generous applause, and gave an encore. Isabel Garghill Beecher was then introduced, and gave readings from the works of Thomas Nelson Page. She also responded to an encore. Vocal solos by Grace Florence Schneider, of Troy, N. Y., and music by a string orchestra followed. The affair was managed by the Ladies' Reception Committee. An automobile ride for the ladies and the president's reception are among the social features that are being looked forward to with much interest. The big office of the hotel presents a busy scene at all times, as the delegates have made it a meeting place.

A Druggist Veteran.

One of the most memorable events of the Grand Army reunion in Chicago the latter part of August was the reunion and banquet of the "Iron Brigade," at the Chicago Athletic Association, on Michigan Avenue.

The "Iron Brigade" was composed of the Second, Sixth and Seventh Wisconsin, the Sixteenth Indiana and the Twenty-fourth Michigan regiments, and Battery B of the Fourth United States Artillery. Its Brigadiers were Rufus King, John Gibbon, Solomon Meredith, Lysander Butler and Edward S. Bragg. It was attached to the Army of the Potomac, and participated in all of that army's great engagements from Bull Run to Appomattox, receiving its sobriquet of "Iron Brigade" from General McClellan at the battle of South Mountain, in recognition of its stubborn resistance to superior numbers. It is said to have sustained the heaviest losses, in proportion to its numbers, of any brigade in the Union Army.

The drug trade was honored at the banquet in the presence of the toastmaster, Sergeant Charles H. McConnell, of the Twenty-fourth Michigan Volunteer Infantry. Mr. McConnell is the president and manager of the Economical Drug Co., of 84 State Street, Chicago, and he found himself at the banquet as able and urbane a toastmaster as he was a gallant soldier.

CHICAGO NOTES.

A. E. Bemick, Chicago manager for Wm. R. Warner & Co., is away on a vacation trip.

While seated on the steps of St. Vincent's Church Beattie Greenhoff drank carbolic acid on the night of September 11.

J. S. Reynolds, of Abbottsford, Wis., has suffered a fire loss amounting to \$1,200. He has \$500 insurance.

Porter B. Fitzgerald, of Morrison, Plummer & Co., is absent from his desk for the first vacation he has enjoyed for a long time.

Burglars secured \$165 in checks, \$50 in cash and about \$100 worth of goods in the store of W. P. Mason, Diversey boulevard and North Clark street, on the morning of September 20.

Frank McFarland, a collector for James H. Wells, a druggist, at 1001 Lake street, was held up September 11. McFarland covered the thug with a revolver and scared him off.

Because he mistook an unlabeled bottle of carbolic acid for olive oil and applied it to a sore, Julius C. Cook, of 171 La Salle street,

has sued Stols & Grady, druggists, at 104 North Clark street, for \$10,000 damages.

J. W. Burroughs, chief electrician for Peter Van Schaack, has been held to the Criminal Court in \$700 bonds. He is charged with the theft of a large amount of drugs and sundries.

F. W. Clark, of Colby, Wis., has retired from the drug business. He has been succeeded by Mrs. L. R. Booth, who has put the store in charge of O. R. Briggs. Henry Pieper has sold the stock in his store at Minden, Ia., to M. J. Lehman, one of his clerks.

The following dates have been allotted to the Drug Trade Bowling Club: September 22, a game with the Lawyers; October 6, Bank Note; October 20, Prima; October 27, Publishers; November 15, Morf Zulfer; December 6, John Hancock; December 15, Cinco; December 29, Lawyers; January 12, Bank Note; January 26, Prima; February 2, Publishers; February 21, Morf Zulfer; March 14, John Hancock; March 23, Cinco.

MISSOURI.

Drug Clerks Meet.

WHOLESALE GO TO CHICAGO.

St. Louis, September 18.—The St. Louis Drug Clerks' Society held its first regular meeting of the season on Thursday night, the 13th inst. The attendance was not very large, but it was not due to lack of interest on the part of the members, as a great many sent in notes giving their excuses for not being present, and announcing that they would arrange to be present in future. It was decided to make a general canvass for new members, and to devote a portion of each evening of the meeting to consideration and discussion of topics bearing on the trade and profession. Each member is requested to endeavor to bring up something for consideration, and it is the intention to have some interesting debates during the season. There will also be some amusement features in connection with each meeting. The Society will at various times invite some of the older members of the profession to be present and give the boys a little talk, or take part in the discussions. They will probably give a ball during the month of November, although this was not definitely settled.

CITY NEWS.

A. Graber has opened a real estate office in connection with his drug store at 712 Carr street.

Chas. Mengel, a former North Side drug clerk, is opening a new drug store at Evans and Neustead avenues.

C. F. G. Meyer, president of the Meyer Bros. Drug Co., has returned from an extended trip through Old Mexico.

F. C. Lueke, Lee and Prairie avenue, has gone into voluntary bankruptcy. His liabilities are \$3,500 and assets \$1,080.

Dr. F. C. Robinson, formerly of Pacific, Mo., has moved to the city and is arranging to open a drug store at Cherokee street and Nebraska avenue.

W. E. Blackwell, a former well-known drug clerk, has been in the city for the past week selecting a stock of goods for his new store at St. Francis, Mo.

H. F. A. Spilker, Chas. Gletner and Julius Koch have returned from Europe, where they have been spending the summer. They all report a very enjoyable trip.

Miss Nellie E. Foster has accepted a position with the Baboteau Drug Co., on North Broadway. She is the only registered lady pharmacist employed in the city.

The local wholesale drug firms contributed to the Texas flood sufferers as follows: Meyer Bros. Drug Co., \$100; J. S. Merrell Drug Co., \$50; Moffit-West Drug Co., \$50.

Dr. J. W. Loller has opened his new store at Delmar and Walton avenues, and will give up the practice of medicine and devote his entire time to the drug business.

Dr. Hugo Kohler has sold his drug store, at Seventh street and Geyer avenue, to Mr. Joseph Kurka, a prominent South Side drug clerk. The doctor expects to leave for Germany in a few days.

Messrs. Thos. Layton and H. F. Hassebrock have returned from the N. A. R. D. meeting at Detroit, and both express themselves as highly pleased with the meeting and its results. They say it was a very large, enthusiastic and successful meeting.

Prof. Francis Hemm is arranging to open a very handsome new drug store at Broadway and Shenandoah avenue. He expects to be ready for business by October 15. He will still retain his position as professor of practical pharmacy at the St. Louis College of Pharmacy.

The following members from the local wholesale drug firms are attending the N. W. D. A. at Chicago this week: Geo. Merrell, of the J. S. Merrell Drug Co.; Theo. F. Meyer and Ed. Schall, of the Meyer Bros. Drug Co.; D. P. Daugherty and C. H. West, of the Moffit-West Drug Co.

The following members of the local drug trade attended the Belleville, Ill., Street Fair in a body last Friday, the 14th inst.: Theo. F. Hagenow, Otto F. Trauble, J. A. Welpert, Paul Schneider, Louis Paugo, Mike Auresdes, Geo. W. Smith, F. E. Harris, Dr. C. E. Relasse, Wm. Kempff and Dr. Hugo Kohler.

A carboy of hydrochloric acid was accidentally broken on a heavily loaded delivery wagon of the Meyer Bros. Drug Co. last week, and was not discovered until a good share of the goods were severely damaged. As a consequence many of the South Side druggists did not receive their goods until the next morning.

RANDOM NEWS NOTES.

The drug store of F. N. Smith, at Sullivan, has been closed by creditors.

The drug firm of Curry & Scruggs, at Tusculum, Ala., has sold its business to a new firm styled Webb & Dridale.

Dr. Edward D. Beher, the oldest druggist of Rushville, Ind., died suddenly recently. He had been an invalid for several months.

The Tennessee Board of Pharmaceutical Examiners will hold a session at Memphis, Tenn., October 2, for the purpose of examining applicants.

The Floyd County, Ky., Retail Druggists' Association has been dissolved, for the reason that some of the members, it is alleged, failed to abide by certain agreements. It is probable, however, that the association will be reformed.

Henry Mueller has been appointed druggist of the Jewish Hospital here. He is a son of George Mueller, of Newport, and although only 22 is a registered pharmacist and able chemist. He is a graduate of the Cincinnati College of Pharmacy, and has been the assistant to Prof. A. W. Bain, the pharmacist of the City Hospital, for over a year.

The college of pharmacy at the university at Minneapolis, Minn., which opens its school year September 26, will be hampered somewhat because of the lack of room, notwithstanding alterations and improvements made during the summer. When the building was designed, provision was made for only fifty students. Last year the attendance ran up ready arrived and new registrations are being made daily.

Fumes from a broken bottle of anodyne ignited and exploded recently in the cellar of Andrew & Thompson's drug store, in Baltimore, Md., as a result of which George A. Thompson, of the firm, was terribly injured and narrowly escaped with his life. He is now at the Maryland General Hospital suffering from burns on the face, head, neck and chest. He is seriously hurt, but as it is not thought that he inhaled the flames his recovery is expected.

James A. McCarrick and Percy E. Lewis, both of Norfolk, Va., have associated themselves together under the firm name of McCarrick & Lewis, for the purpose of conducting a wholesale drug business at 222 Water street, in that city. Mr. McCarrick was formerly of the brokerage firm of James A. McCarrick & Co., and Mr. Lewis has been for several years with Wm. H. Terry & Co., wholesale druggists. They are both well-known young business men.

Drummerdom.

Contributions for this column are invited. For available articles dealing with the news of traveling salesmen payment will be made.

Our Portrait Gallery.



JAMES A. SANGSTON, PH.G.

With the American Soda Fountain Co., successors to John Matthews.

James A. Sangston grew with many other peaches on the "Eastern Shore" of Maryland, where he arrived just two years after the close of the Civil War. In 1882 he entered the store of Henry C. Blair's Sons, where the old apprenticeship system was still maintained, and graduated from the Philadelphia College of Pharmacy in 1887. After clerking in various stores Mr. Sangston entered the "brotherhood of the grip," securing a territory with Theodore Ricksecker in 1888, which covers the Central States. After three years of this service he introduced the Low Art tile soda fountains in the New York territory, and later opened a New York office for the firm, which he managed most successfully for nearly five years.

Upon leaving the Low Art Tile Co., Mr. Sangston accepted a position with the John Matthews Apparatus Company, of which the American Soda Fountain Co. are the successors. His principal work at present is inside work, but he occasionally takes special trips. Mr. Sangston is a gentleman of most genial and courteous manner, and has a host of friends in the drug trade.

Caught on the Fly.

A. V. Hennicke, who is traveling salesman for McKesson & Robbins, was one of those in attendance at the State Medical Association meeting at Wilkes-Barre, Pa. He passed through the city on his way and gave it as his opinion while here that the outlook for the drug business was particularly encouraging. He predicted that it would be one of the most successful years the business had ever known.

M. F. Whalen, of Toronto, Ont., has been placed in charge of the traveling and salesmen's department in the London office of Parke, Davis & Co.

A recent addition to the traveling forces of the Richard D. Young Perfumery Co. is Clarence W. Dewey, formerly with the drug house of Dewey & Parsons, Springfield, Mass.

ROCHESTER C. Quackenbush, who travels for R. J. Waddell & Co., of New York, made Rochester his abiding place for a few days this month, and found it a good place for business as well as for residence purposes.

George E. Burrows represents Schleffelin & Co., of New York, in this section, where he has made many friends during his visits. His regular trip brought him here a little before the middle of the month this time.

Frank J. Roe brings with him from David E. Green & Co. a full line of samples of the goods of that firm. He made a very successful canvass of the drug department of this city last week.

J. M. Baird carries with him and diffuses through the land the pleasant odor of vanilla beans and vanillin crystals from the Charles E. Hires Co.

C. F. Oddie, the able representative of A. A. Stillwell, New York, came to Rochester from Syracuse last week, in the interests of his company, and received several fine orders for essential oils, etc.

J. N. Gulschard still sticks to his work with the Major Cement Company, and is their mainstay and chief source of revenue in this part of the world.

BUFFALO The wholesale fall trade in drugs is now in full progress and with the best of success, apparently. Every traveling man states that he is pleased with his sales and looks for a continuation of them in future, no matter who is elected President.

H. P. Snow, who takes in Buffalo for Johnson & Johnson, looking more particularly after the retail sales, is in Buffalo going over his territory. He comes in about four times a year. L. E. Treat, who travels for the same house, is also in Buffalo, in the interest of wholesale business, which brings him into the city frequently.

Fred. Estelle, who takes care of the Buffalo trade very carefully for the Philadelphia house of John Wyeth & Bro., is again going the general round of the city, doing his usual good business.

F. W. Buescher, head of the Buffalo office of Parke, Davis & Co., who still occasionally does a turn in the surrounding territory, has gone to Chicago to attend the meeting of the National Wholesale Association.

Wayte A. Raymond, who travels in a double capacity, selling brushes for Alfred H. Smith and druggists' sundries for Schleffelin & Co., is again in Buffalo looking after his regular trade.

George E. Burrows, who is the all round representative of Schleffelin & Co. and is one of the most steadfast visitors in the Buffalo drug territory, is with us again on regular business.

Edgar P. Reynolds, who has for a long time finished the week in Buffalo selling the wholesale goods of Charles Hubbard & Son of Syracuse, is following the regular route with the same precision and success.

Charles H. Davis, representing the Bausch & Lomb Optical Company of Rochester, is apparently mindful of the approach of the college season, and is calling on the Buffalo College of Pharmacy for business.

BOSTON C. A. Loring, who represents Lehn & Fink, of New York, has just been in Rhode Island, gunning for orders.

G. H. Chase, who helps to place Armour's Beef Extract, has been looking up business in Providence.

J. S. White, one of John Wyeth's travelers, spent his annual vacation in Vermont.

Dr. A. H. Still is a newcomer in this vicinity. He represents the Etna Chemical Co., whose specialty is phenalgine.

E. W. Carr has just been the rounds. He travels for the A. R. Bremer Co., Chicago, and, of course, has been giving the Coke Dan-druff Cure a good puff.

Gen. W. N. Day is one of the hustling representatives of W. H. Schleffelin & Co., New York. On his last trip East he was giving illustrated lectures on fancy goods.

T. M. Stewart is another knight who descended upon this territory recently. He talked clinical thermometers for R. Hoehn & Co., of New York, much to the mutual advantage of the parties interested.

The sponge trade has just had a thorough overhauling. E. Bensinger is the artist who did the job for the Smith, Kline & French Co., of Philadelphia.

W. D. Shattuck came to town a short time ago. He travels for Parker, Stearns & Sutton, and was placing orders for syringes.

Rudolph Wirth, an old standby, has just been around gathering the orders for E. Fougere & Co., of New York, which accumulated since his last visit.

Wells, Richardson & Co. are booming their Cereal Milk in this vicinity. J. A. Ward is helping along the good work.

Mr. Linton is new to this field, but he can hustle. He talked disinfectants for the Germolac Co., of New York.

Dr. Ralph Walsh is another newcomer who captivated the trade. He was looking after the interests of the National Vaccine Co., Washington, D. C.

Chester P. White has been calling upon the perfumery trade. He represented D. R. Bradley & Sons, Chicago.

Dr. Lewis just made a trip to this section. He was booming the goods of the Cystogen Chemical Co., of St. Louis.

E. S. Lockwood recently gave us the benefit of his presence. His specialty is perfumery, and he captured many orders for W. H. Brown & Bros., of Baltimore.

Robert A. Lee has been giving this territory a good canvassing. He travels for Allen & Hanbury, of England, and his specialty is foods.

CINCINNATI. J. M. Cornstock, a clever traveling salesman, was here recently in the interest of Graham Brothers & Company, of Chicago.

That prince of hustlers, A. L. Harris, blew in the other day from Chicago and booked a number of orders for Bauer & Black.

William Cordes, recently married to a Chicago belle, was here this week in the interest of the Florence Manufacturing Company.

T. G. Hastings was here recently and took a number of orders for druggists' sundries from jobbers. He represents Thomas W. Houchin & Co.

James I. Gulick who sells Penaud's perfumes, renewed old acquaintances here last week and secured a good sized bunch of orders.

Charles Bernstein, who always arrives on the minute, was here the other day taking orders for sponges and chamols. He is the junior member of the firm of Lasker & Bernstein.

Col. Max Fuchs, the clever sponge salesman with the Stein, Vogeler Drug Company, has returned from a three months' trip to Europe. He visited the Paris Exposition and various other places of interest while abroad, and brought back a grip full of new stories.

The stockholders of the Spencer Medical Company, of Chattanooga, recently elected two new members of the Board of Directors, which now stands as follows: S. R. Read, J. C. Howell, J. B. Whitehead, W. L. Lawton, R. W. Barr, T. B. Thomasson and C. C. Nottingham. The new members were elected in consequence of the increase in capital stock from \$15,000 to \$25,000 some few weeks ago. It is the intention of the board to increase the capacity of the present factory in the near future.

The Drug and Chemical Market.

Review of the Wholesale Drug Trade.

It should be understood that the prices quoted in this report are strictly those current in the wholesale market, and that higher prices are paid for retail lots. The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

New York, September 22, 1900.

THE general market tone is healthy, though speculative interest is principally noticeable for its complete absence. In the staples satisfactory jobbing business is going forward, though the bullish attitude of quinine holders militates against large operations in that drug. The position of the bark market is such as to make the cinchona alkaloids very strong, but there is not sufficient urgency in the demand to justify any advance in price on the sulphate of quinine, though the less important salts have been advanced. An advance in quinine itself is momentarily looked forward to by holders. Opium, on the other hand, is weak, the statistical position of the drug being such as to favor buyers. As a result, there has been a slight decline, though the decline has not been sufficient to induce purchasers to come forward very freely. Coca leaves and cocaine have both advanced in price, the supplies being apparently quite limited. Alcohol has been advanced 4c, and ether has apparently been affected. The majority of changes noted below have been within narrow limits and in most cases toward a higher range of prices. The eyes of the entire drug trade have been turned toward the meetings at Detroit and Chicago, where many of the leaders of the retail and wholesale trades respectively have been devoting their efforts to the furtherance of the N. A. R. D. plan, and this has lessened interest in the market. Full reports of the transactions of these meetings will appear in the columns of our Convention Extra.

ADVANCED.
Alcohol.
Ether.
Cocaine.
Coca leaves.
Eucba, short.
Nitrate silver.
Golden seal root.
Oil sassafras.
Manna.

DECLINED.
Oil cloves.
Carnauba wax.
Hydrochinone.

DRUGS.

Acetanilid is in fairly active demand at 24c for single barrels and the usual discount for round lots. There are, however, but few inquiries for contract quotations, the trade being satisfied with jobbing quantities.

Alcohol advanced 4c just as we last went to press, the official quotation now being \$2.43 to \$2.45 per gallon for grain, less the usual rebate of 2c per gallon for cash in ten days. Wood is in satisfactory demand at unchanged prices of 75c to 95c, as to brand.

Aloin has been in good consumptive demand during the fortnight at unchanged prices—viz., 40c to 45c.

Balsams.—The entire line of balsams remains quiet and without any notable change. Peru is somewhat firmer at \$1.35. For Central American Copaliba 34c to 37c is the ruling quotation, transactions being limited to jobbing quantities. Fir, Canada, is quiet but fairly firm at \$2.50. Oregon is dull and neglected at 80c to 90c.

Buchu leaves, short, are in improved demand and are quoted as firm at 20c to 23c, an advance over figures recently ruling.

Cacao butter is firmly held at 43½c to 45c for bulk and 48c to 51c for 12-pound boxes. Only moderate supplies are reported and holders are very firm in their views.

Caffeine is in fair demand for the season at unchanged quotations of \$4 to \$4.25 for bulk.

Castor oil is quite firm, the demand being quite sufficient to neutralize the weakening tendency naturally exerted by the advent of the new crop. We quote 13c to 14c in cases and 12c to 12½c in barrels, for No. 1 oil.

Chloral hydrate has been quite dull during the interval under review, many holders anticipating a decline as a consequence of the decision of the Board of Appraisers in classifying this drug as a derivative of alcohol, which would make the duty one of 25 per cent. ad valorem instead of 55c per pound, the specific duty now collected upon it. The enforcement of a new classification would make a difference of 40c per pound in the import duty. Up to this writing, however, the Treasury Department has not promulgated the order for the new classification.

Coca leaves are in a very strong position, spot stocks being light and the advices from sources of supply all bullish in their character. We quote 24c to 25c for Truxillo and 33c to 35c for Huanuco, though little if any business is reported, buyers and sellers being apart.

Cocaine muriate is in a very strong position, the advance of 75c per ounce which occurred a fortnight since being well maintained. The manufacturers have little surplus above contracts for year, and the market is likely to remain

very firm at the present high figure of \$6 to \$6.20.

Colocynth apples continue rather dull and are wholly devoid of any speculative interest. We quote 17c to 18c for Spanish and 40c to 43c for Trieste.

Cuttle fish bone is firm at 26c for prime Trieste. The supplies are rather limited, and holders show no disposition to force their goods on the market.

Ergot has weakened under favorable reports from the sources of supply and, as a result, prices have declined to 40c to 45c for German, though Spanish remains unchanged at nominally 65c. The weakness has not proven sufficient to interest buyers to any great extent, and the figures given could be shaded for large lots.

Ether has been advanced to 62c for U. S. P., 1880, 66c for washed and 68c for stronger ether, U. S. P., 1890. This advance is necessitated by the increase of alcohol, the raw material.

Glycerin is in active request in a jobbing way, C. P. bringing 15c to 15½c in drums, 15½c to 16½c in barrels and 16c to 19c in cases.

Hydrochinone, which has grown to be quite an important chemical, has been reduced to \$1.50 to \$1.65, the efforts of newcomers in the field abroad to gain a share of the business being the cause of the decline.

Lycopodium is quiet, as is to be expected at this season, but is firm, there being no pressure to sell. We quote 54c to 56c, as to brand.

Manna is firmer under receipt of unfavorable advices regarding the outlook for new crop, and quotations have been advanced.

Menthol is very dull at the moment at \$2.75 to \$2.80, with but little business reported, inquiries being confined to jobbing lots.

Opium.—The general condition of the opium market may be written down as easy. The reports from Smyrna all tend to show an absence of speculative demand; a fairly good supply and a lack of orders which, altogether, leaves the market in a rather weak condition, though there is no great pressure to sell. On the spot quotations have been reduced to \$3.20 to \$3.25, and transactions are limited to jobbing quantities. Powdered has also been marked down, and is now quoted at \$4.07½ to \$4.20.

Quicksilver is quiet but firm at 67½c to 68c, with a fair amount of jobbing business going forward.

Quinine has shown great firmness during the past fortnight, and outside holders have freely predicted a marked advance. This prediction, however, has not been fulfilled at the present writing, the market closing firm at 37c for bulk.

Rose leaves have weakened under the influence of favorable crop advices from Central Europe, and holders have reduced their quotations on red to 90c to \$1.

Salicine is quoted at \$3.75 by makers, but it is reported that a shade better than this is done by outside holders.

Santonin is very firm at the high prices which have prevailed for some time past, \$3.80 to \$4.00 being demanded for crystals and \$3.90 to \$4.10 for powdered.

Senna is in very good consumptive demand, though quotations remain unchanged at 10c to 12c for natural Alexandria, 18c to 25c for garbled and sifted and 7c to 14c for Tinnevely.

Spermaceti is quiet, but there is no evidence of weakness in the market, which is maintained at 30c to 31c for block.

Sugar of milk is active, a number of contracts having been closed at 10c to 13c, according to maker and quality.

DYESTUFFS.

The entire line of dyestuffs is dull, showing the effect of the unfavorable outlook in the silk and woolen industries. The market is devoid of features of special interest. Gambler has come to hand in considerable quantities, and is slightly easier in consequence on the spot; 4.05c to 4.10c being asked, ex-vessel for the stocks now in the harbor.

CHEMICALS.

Acetate of lime is steady at \$1.05 to \$1.10 for ground and \$1.55 to \$1.60 for gray, with a fair amount of business going forward in routine channels.

Alum has been in fairly good request at \$1.75 to \$1.85 for lump, with 10c advance over these prices for ground.

Arsenic is very scarce on the spot, and higher prices are looked forward to, though at present quotations are unchanged at 7¼c to 7½c for red Saxony and 4¼c to 5c for white.

Boric acid is in fair consuming demand and firm at 10¼c to 11¼c for crystals.

Carbolic acid is in good consuming demand and firm at 31c in pound bottles.

Chlorate potash is selling to consumers in a satisfactory way at 8¼c to 10c for crystals, and an advance of ¼c above these prices for powdered.

Chrysophanic acid has been advanced to \$2.50 to \$2.55 per pound, owing to scant supplies of the crude material.

Citric acid maintains its range of 40c to 40½c for domestic, notwithstanding the fact that the market for the drug is well at an end.

Copperas is in very active demand, large quantities having been shipped to Galveston, the local market having been practically depleted for this purpose.

Cream tartar is unchanged at our former quotations of 23¼c to 23½c, the demand being limited to consumptive means.

Nitrate of silver has been advanced to 41c to 42½c, owing to the increased cost of bullion.

Tartaric acid continues to be quoted at 32c to 32½c for crystals, the outside holders referred to in our last issue having apparently rid themselves of all their surplus stock.

ESSENTIAL OILS.

Anise is in fairly good consumptive demand, but devoid of special speculative features, and is quoted at \$1.50 to \$1.60, as to quality.

Bergamot.—Sanderson's bergamot has been marked down 5c, and is now quoted at \$2.20 to \$2.25, this decline being in sympathy with the decline recently referred to in these columns.

Citronella is very quiet at the moment, and prices are somewhat irregular, ranging from 19½c to 22c in drums, as to quality and holder.

Lemon.—Notwithstanding the recent cable advices of firmer markets abroad no change has been made locally, and we quote 90c to \$1.05, according to the quality and brand.

Orange remains quiet at the recent decline to \$1.55 to \$1.65, mention of which was made in our last issue.

Clove is firmer and in some cases has been marked up in sympathy with the spice itself, though the general quotation remains at 52½c to 57½c, as to quality.

Peppermint is very quiet at the moment, the views of dealers and holders being so wide apart as to forbid anything more than mere jobbing business. Holders in the interior are asking prices which practically put a stop to transactions in the new crop. On the spot we quote 82¼c to 90c for Western tin, 90c to \$1.10 for Wayne County tin, and \$1.15 to \$1.20 for H. G. H.

Sassafras is firm, stocks having been concentrated and quotations maintained at 40c to 41c with quite an active consumptive demand.

Wormwood is dull and a leading holder has lowered his quotations to \$4.75 to \$5.25.

GUMS.

Aloes are quiet at the recent decline, Curacao being quoted at 3¼c to 3½c.

Arabic is steady at 45c to 55c for first picked, though the volume of business going forward is scarcely satisfactory.

Camphor maintains the advance quoted in our last, and is quoted at 60¼c for domestic in barrels and 61c in cases.

Chicle has shown some slight improvement in inquiry, though no large movement has come to the surface. We quote 32c to 35c.

Eleml is scarce on the spot and closely concentrated, being held at 45c in case lots, and the spot stocks are reported as being very low.

Senegal is in steady but moderate request at 13c to 14c for sorts.

Tragacanth is moving into consumptive channels in a satisfactory manner at prices ranging from 60c to 70c for Aleppo down to 40c to 45c for thirds.

ROOTS.

Ginseng is dull, there being but little business reported. Light receipts, however, offset lack of demand, and we quote \$3.50 to \$5.50, as to the character of the root.

Golden seal has advanced to 58c to 60c, but since this advance took place but little business has been transacted and the market has reacted somewhat under the influence of increased offers from producing points in the West.

Ipecac is quiet and only in moderate request at \$3 to \$3.10.

Jalap is firm at 13c to 14c for whole, and a very satisfactory jobbing trade is reported.

Rhubarb is quoted at 20c to 60c, and the tone of the market is slightly easier, there being ample supplies now on the way here.

Senega root is attracting a good deal of interest at the moment. The market became somewhat easier under the arrivals of Western senega, and sold on the spot at 34c, although that was the figure quoted in St. Paul. Later, however, the tone of the local market improved somewhat, and it is stated that the majority of shipments arriving are on orders and will not be placed on the market.

Snake has become easier under the influence of offers from collectors, and is quoted now at 32c to 35c.

SEEDS.

The general seed market continues very firm, but the demand is wholly of consumptive character and but few changes are recorded in price quotations.

Anise has advanced to 8¼c to 9c for Italian sifted.

Caraway has been marked up by some holders, though our quotation of 8c to 8¼c may still be considered as representing the market.

Coriander is very firm, and under the influence of advices from abroad unbleached has been advanced to 3¼c to 3½c.

Mustard is very firm, and California yellow shows an upward tendency, though our quotation of 6c to 6¼c may be taken as fairly representing the market.

Carthagena Ipecac Admitted.

VICTORY FOR DRUG IMPORTERS.

Final Decision of the Department.

The Treasury Department at Washington has reversed the recent ruling excluding Carthagena ipecac per se, and has directed the Collector at the Port of Philadelphia to admit all importations of this drug, provided the alkaloidal contents are equivalent to the standard of the United States Pharmacopœia and Dispensatory, which is 1.80 per cent.

In the course of a few days a circular letter of instructions will be forwarded to collectors in which the principle will be set forth that in considering the eligibility of entry of importations of drugs the examiners must consider whether the strength and purity of the same are equal to the standards prescribed in the Pharmacopœia and Dispensatory, and not whether the drug in question is specifically mentioned by that authority.

The victory thus gained through the efforts of the Drug Trade Section of the Board of Trade and Transportation was also largely brought about by the following letter from the Collector at Philadelphia requesting further instructions:

Referring to the Department's letter of the 14th ultimo relative to the importations of Carthagena ipecac at this port, and directing for the future that the practice here in relation to the importation of this drug conform to that of New York, where for the last thirty-two years Carthagena ipecac has been rejected under the provisions of article 1283. Customs Regulations of 1899, and similar paragraphs of preceding regulations, I have the honor to submit to the Department some facts in relation to our practice at the port as to such importations, and to call attention to two importations now held in Government custody awaiting decision.

Great care has always been exercised at this port to prevent the importation of ipecac or any other drug not conforming to the prescribed standards of strength and purity.

but it has never been the practice to reject Carthagenae Ipecac for the sole reason that it was Carthagenae Ipecac. If the local examiner of drugs found on examination that Carthagenae Ipecac contained the proper alkaloidal strength it was admitted to entry; if, on the other hand, it was discovered to be below the standard, it was refused entry and the importer notified of his right to appeal.

Appeals of the character have been referred to such chemists as Prof. Samuel P. Sadler, at present one of the compilers of the U. S. Dispensatory, and Prof. Henry Kramer, of the Philadelphia College of Pharmacy, who have found in some instances that Carthagenae Ipecac referred to them for analysis was not only not below the standard, but of superior quality, as in the case of recent date of O. G. Hempstead & Son, whose importation of Carthagenae Ipecac reported by the examiner of drugs through error as below the standard was found by Prof. Kramer on analysis to be a very high grade of Ipecacuanha, and such finding was concurred in by the examiner of drugs.

Carthagenae Ipecac, therefore, although not in the U. S. Pharmacopoeia and Dispensatory, when reported by the examiner of drugs to be up to the standard, was admitted to entry at this port without delay, as it was known that if the importer exercised his rights under section 2965 R. S., the drug would be found to be of the requisite strength and purity. And when so found by an analytical chemist to be of the proper strength and purity I know of no law to prohibit its importation.

I am informed by Smith, Kline & French Co. that the new edition of the U. S. Pharmacopoeia about to be published will officially recognize Carthagenae Ipecac.

At the time of the reception of the Department's letter above mentioned there were two importations of Ipecacuanha under examination at the appraiser's stores at this port. On August 20 last the examiner of drugs, through the appraiser, reported that this Ipecac was Carthagenae Ipecac, but above the standard in alkaloidal strength. In accordance with the Department instructions the importations were rejected and the importers notified of the fact, and of their right to appeal, which they did. Prof. Samuel P. Sadler, above referred to, was selected as the analytical chemist, and he reports the alkaloidal strength of the two lots as follows:

"Sample C, Ipecac D No. 5.8, air dried, 1.94 per cent.; thoroughly dried, 2.06 per cent."

"Sample C, Ipecac W. S. S., air dried, 1.813 per cent.; thoroughly dried, 1.93 per cent."

This is somewhat lower than the strength returned by the examiner of drugs, but exceeding 1.80, which is the standard established by the U. S. Pharmacopoeia. I would respectfully ask the Department's instructions as to the delivery of these two importations.

If the Department should direct the delivery of said shipments I would also request that it so modify its instructions in T. D. 22,432 that it will not make it necessary for me to reject Carthagenae Ipecac when the local examiner of drugs reports said drug richer in alkaloids or medicinal value than the standard above mentioned, and thus compel the importer to undergo the expense of employing an analytical chemist and suffer the annoyance caused by the consequent delay in delivery of the merchandise.

By the time this letter was received the Department had revised its views, so the following telegram was dispatched to the collector and a copy forwarded to the protesting importers:

"Decision 22,432 not intended to prohibit admittance and delivery to importers of Carthagenae Ipecac conforming to requirements of the U. S. Pharmacopoeia and Dispensatory. If so conforming deliver Ipecac consigned Smith, Kline & French Co., etc."

The Department's decision will also change the practice at this port, not only with reference to Ipecac, but as to all the crude drugs now excluded on the ground that they are not specifically mentioned in the Pharmacopoeia.

Evil Communications.

Alice: "I do wish Edgar wouldn't associate with doctors."

Mamma: "Why, daughter?"

Alice: "Oh, some doctor he knows has told him where his appendix is:

and now he thinks he's got a pain in it."—"Life."

The Model Pharmacy Law.

Persons interested in the Model Pharmacy Law, adopted at the last meeting of the American Pharmaceutical Association, can procure copies of the same, free, by addressing J. H. Beal, Scio, Ohio.

Alimentary and Pharmaceutical Products to Be Analyzed in Turkey.

The Foreign Ministers at Constantinople have requested the Ottoman Government to appoint a commission for the purpose of examining, with their representatives, the new regulations regarding the analysis at the custom-houses of alimentary and pharmaceutical products, and to consider the best means of facilitating the clearing of goods through the custom-houses. The Ottoman printing-office is at present engaged in printing 4,000,000 labels for the receptacles in which alimentary and pharmaceutical products subjected to analysis are placed at the custom-house.

Restricting the Sale of Saccharin in Russia and Greece.

An order has been issued in Russia, according to which saccharin may only be sold by pharmacists and druggists upon a doctor's prescription. It must not be used in any food or drink, and its importation is also prohibited. Further, it can only be prepared on condition of its being sold to pharmacists or druggists. The Greek Government has prohibited the importation of saccharin as injurious to health. It may only be used as a therapeutic agent, but no pharmacist is allowed to import more than 300 or 320 Gm. yearly.

Hints To Buyers.

Dr. Holtin's remedies are popular, and find ready sale over the counter of the up-to-date pharmacist. The list is one that could hardly be excelled, while the prices admit of a fair profit. In writing to the Holtin Chemical Company, 93 Maiden lane, New York, mention this journal.

It is a proud boast—that of Gilpin, Langdon & Co., of Baltimore, Md.—that every drug ground by them is botanically correct. When using their Powdered Drugs for Percolation, for example, the pharmacist is assured that his preparations will be of proper strength and free from foreign matter. Send for price-list and formulary.

The attention of druggists generally is called to the fact that doctors and their patients both object when Antikamnia Laxative Tablets and Antikamnia and Quinine Laxative Tablets are confused. It is possible now to get all antikamnia preparations from jobbers in 10-ounce lots, assorted as desired. Mention the DRUGGIST.

If tempted by the arch-fiend "Substitution," druggists should not forget

that it pays to handle reliable goods. Castoria pays the war tax, and makes no advance in price. Send for counter wrappers, cartoons and cards to the Centaur Company, No. 77 Murray street, New York City, always mentioning the AMERICAN DRUGGIST.

There is nothing in the line of tin foil and bottle caps, gold tissue foil for wrappers, printed silver surface foil for labels, metal capsules, plain and colored, or pure tin foil for drugs, that cannot be supplied by the John J. Crooke Company, No. 186 Grand street, New York, or No. 80 Illinois street, Chicago. In ordering mention this paper.

Six arbitrarily coined words designate the goods manufactured by Burroughs, Wellcome & Co., London. They are "Tabloid," "Soloid," "Hazeline," "Saxin," "Eauile" and "Valule." The American depot for all products manufactured by the house is the New York house of Fairchild Bros. & Foster. And in ordering you should mention this journal.

W. J. Bush & Co., Incorporated, claim to be the oldest essence distillers in the world, and their reliability is assured. Their houses are in London, Mitcham, Grasse, Messina, Melbourne and Sydney, while the New York office is at No. 5 Jones' lane. If in need of oil lavender (Mont Blanc), oil neroli, distilled at the Grasse works, or other essential oils, you may be sure of the quality you receive. Tell where you saw the advertisement.

Druggists take a friendly interest in the sales of Syrup of Figs, and in this way reciprocate to some extent the efforts of the California Fig Syrup Company, which, in order to maintain regular prices, adheres to the "rebate contract plan," and to help business, advertises extensively. Besides all this, they manufacture an excellent laxative remedy, and it will pay druggists writing to either the San Francisco, Louisville or New York offices, to mention this paper.

Too many druggists fail to call the attention of mothers to the importance of sterilizing milk when a child is given the lacteal fluid, either alone or in connection with a prepared food. For this purpose Arnold Milk Sterilizers and Pasteurizers cannot be improved upon, and druggists should not hesitate about getting full information. There is a nice little profit and a full line of advertising goes with the goods. State where you saw this when writing to Wilmot Castle & Co., No. 28 Elm street, Rochester, N. Y.

The brightly lit-up drug store, all other things being equal, is the one that attracts custom and is a paying investment. The offer of the Brilliant Gas Lamp Company, of No. 42 State street, Chicago, is one that should be carefully read. It is a method whereby you can make your own gas at 15 cents per month, obtain a light that is brighter than electricity, and one that is safer and better than kerosene. Over 20,000 of these lamps are in use, and every lamp makes its own gas while it burns. Lose no time in writing and mention this paper.

Druggists who have any call for native wines will not fail to notice that the Great Western Champagne received

the only gold medal that was awarded to any American champagne at the Paris Exposition. In ordering from the Pleasant Valley Wine Co., Rheims, N. Y., mention where you saw the advertisement.

Among the leading and most progressive box manufacturers now before the public is the firm of Joseph G. Tait's Sons, of Philadelphia, who are well and favorably known throughout the country for the superiority of their seamless tin boxes. Their goods have given the greatest satisfaction wherever they have gone, and for neatness, shapeliness and general finish they are not excelled. Manufacturing chemists and druggists use them extensively for ointments, cosmetics, salves and pills, and druggists using tin boxes of any kind will find it to their advantage to send for samples and prices, which will be mailed upon application.

There is always a call, and an urgent one, for a pure diastasic extract of malted barley; so that the Medico-Malt Co., of Syracuse, N. Y., are meeting a real demand in putting their new pharmaceutical product, Medico-Malt, on the market. The list of preparations with which Medico-Malt can be had includes all of the recognized combinations and one or two others. It is put up in full pint bottles at \$8 per dozen, and it will pay druggists to keep a full supply on hand. Mention this paper when ordering.

A CANADIAN CLUB AFFAIR.

Chicago Druggists Make a Foreign Tour.

Chicago, September 19.—Chicago druggists who were fortunate enough to secure an invitation are discussing with great interest their trip to the "Canadian Club" distilleries at Walkersville, September 10. Twenty received invitations from Mr. Bodemann, who represented Frank Walker in this instance, and boarded the 11.30 Michigan Central train for Detroit. Mr. Walker, accompanied by Mr. Warren and Mr. Beddoe, received the party and took the druggists on board the yacht "Pastime." Although it was the day of the Chicago hurricane the weather was delightful and the trip was greatly enjoyed. As the party passed the Walkersville distilleries the Stars and Stripes were run up and were lustily cheered.

The landing at the distilleries was made at 3 p.m. The druggists were conducted through the offices, the bottling house and the warehouse, where 80,000 barrels of Canadian Club are stored in long tiers. The only thing that tended to disturb the equanimity of the party was a remark by one of the party that it "would be a tier-ful sight for a Prohibitionist, and is apt to barrelize anybody." All then went to the banquet hall, which was decorated in red, white and blue. Frank Walker was seated at one end, with T. N. Jamieson at his right. Wilhelm Bodemann was at the other end, with Johann Blockl at his right. At every plate was a small gun metal mortar with an ornamental pestle engraved "Souvenir of Walkerville, September 11, 1900."

Toastmaster Blockl called on Mr. Bodemann, and he responded to a toast to the host, after which Mr. Walker shook hands with the speaker while the

druggists cheered. Mr. Walker answered, and then came Mr. Jamieson, who spoke of "the Canadian boy." W. K. Forsyth responded to "the United States." There were haut sauterne, Mumm's extra dry, Canadian Club and other wet goods galore, and some of the party said they were much surprised later to find themselves back at Detroit.

Imitators of Moxie on the Anxious Seat.

The following clipping shows what the Moxie Co. is doing and proposes to do with the large list of dealers who have been serving imitations of Moxie when Moxie is called for.

Those who have been complacently patting themselves on the back and laughing in their sleeves over their seeming success in fooling their patrons should read the following from the Boston "Globe:"

"The Moxie people are on the war-path after imitators. It is said that they have the best combination of legal talent that it is possible to procure and that they also have the best organized force of investigators, including men and women in all walks of life, of any concern in the world that caters to the public.

"It is pretty well understood that they intend to protect the public against unscrupulous substitutes, and as to their rights, they have had many cases decided in their favor from 1888 up to August 27, 1900, when there was a case of more than usual interest in the U. S. Circuit Court, in which an order was issued for the destruction of the imitating goods.

"The Moxie Nerve Food Company, of New England, has obtained a perpetual injunction to the following effect: 'You shall not expose, offer for sale, sell or distribute any liquid as and for Moxie, or Moxie nerve food, manufactured by the complainant Moxie Nerve Food Company of New England, and shall not expose for sale, sell or distribute any liquid resembling the complainant's Moxie in bottles like exhibits C and D, being non-tox bottles filed with the bill in this cause, or in any bottle so resembling in appearance the Moxie bottle of the complainant as to deceive or be liable to deceive, purchasers thereof, whether buying by the bottle or by the glass, and shall not use, sell, distribute or dispose of any of said non-tox bottles, full or empty, like said exhibits C and D, having the words, "The American Non-Tox Co., Boston, Mass.," blown in them, and that you shall forthwith surrender to the complainant or its agents for immediate destruction, as goods imitating and infringing upon the goods of the complainant, the supply of non-tox bottles, whether full or empty, in your possession.'

"It is said that the company has so systematized its war on imitators and substitutes for the purpose of protecting the public and themselves that they have a record of every place where there is anything kept in bottles resembling theirs or otherwise that could be substituted or is for Moxie when Moxie is called for.

"What more effectual way could there be to destroy the goods of an imitator than to break them up and put them beyond the reach of unscrupulous people and thereby protect the public? Substitution is a very grave thing, and it

properly should be the duty of any person to lodge information with the manufacturers of any article which comes to their knowledge as being substitutes and thereby doing to their fellow man by protecting him as they would wish to be done by.

"We believe that if any of the public who are imposed upon by having some substitute served to them when Moxie is called for will make a complaint to the company in writing, the same will be thoroughly investigated, and if found true the guilty person will be punished to the full extent of the law."

Professional Backing Invoked.

"If you don't believe in doctors why did you call me in?"

"I can guess at what ails me, doctor, but I want you to shoulder the responsibility for the drugs I take."—*Chicago Record.*

Fined for Selling Imitation "Coke Dandruff Cure."

James Bellini, of 5053 South Halsted Street, Chicago, pleaded guilty September 5 before Justice Richardson to the charge of refilling Coke Dandruff Cure bottles with imitation goods and selling it as the genuine Coke Dandruff Cure. He was fined \$200 and costs. The A. R. Bremer Company, manufacturers of Coke Dandruff Cure, are instituting suits in all parts of the country against parties imitating their goods and are determined to stamp out this kind of swindling and prosecute imitators to the fullest extent of the law.

Dishonest supply houses have also been inducing the barbers in most of the cities to put an inferior article supplied by them into the bottles of the Coke Dandruff Company. Dealers should be careful, as the company intend prosecuting all such cases. Such an offense is, under the Trade-Mark law, a misdemeanor and is punishable not only by a heavy fine, but jail imprisonment. A suit for \$50,000 is now pending in St. Louis, Mo., against a barber supply house. Detectives are looking for these violators of the law in every part of the United States. Only yesterday two offenders in the city were arrested and fined heavily.

Family Affairs.

Teacher: "What do you know of the microbe family?"

Little Maudie: "Please, ma'am, mamma has forbidden us to gossip about other people's family affairs."

Passed the Colorado Board.

The following persons passed the Colorado Board of Pharmacy examinations held last Friday and Saturday: Arthur L. Beal, Charles F. Belton, Moritz H. Fleischmann, Joseph W. Laughlin, F. O. Robertson, W. C. Wendt, H. C. Miller, Hotchkiss; Harry H. Hudson, Colorado Springs, and Erich V. Buddenbrock, Trinidad.

A Physical Impossibility.

Mike (to the druggist): "The docther said: 'Take wan of these pills three times a day.' I tuk wan of thim wanst, but the man doesn't live that kin take wan of thim three times."

IN THIS NUMBER: REPORTS OF THE ANNUAL MEETINGS OF THE NATIONAL DRUG ORGANIZATIONS.

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THE MEETINGS OF THE MONTH.

IN this issue we present to our readers accounts of meetings which are fraught with the utmost importance to the entire drug trade. Never before has the prospect been so propitious for an amelioration of the unfavorable conditions which have so long confronted the retail druggist. Never before has there been so cordial and so thorough an understanding as exists at the present time between the representative organizations of the three branches of the trade, proprietors, distributors and retailers.

The only discordant note in the proceedings of the N. A. R. D. was the news that the Wells & Richardson Co. had not made good the promises which they had given as to co-operation with the N. A. R. D. Fortunately we are able to state that at the meeting of the National Wholesale Druggists' Association, at Chicago, the following telegram was received which explains the silence of this company, and which places them in line with the other large manufacturers in supporting the efforts of the jobbers and retailers to improve trade conditions in retail pharmacy:

Burlington, Vt., Sept. 19, 1900.
Our president and treasurer have arrived to-day from Europe. We have decided to sign proprietors' agreement.
Wells & Richardson Co.

N. A. R. D. In our regular issue, which appeared some days since, we reviewed the salient features of the N. A. R. D. meeting, pointing out the wonderful growth of the organization, both in the number of its adherents and in the moral strength of their influence throughout the trade in all its branches. In reviewing the causes which have led up to the present promising condition the principal feature which impresses one is the earnestness combined with moderation which has actuated the members of the Retail Association, where earnestness alone would fall far short of accomplishing what has been accomplished and what no doubt will be accomplished by the N. A. R. D.; for the efforts of the retailers must be directed in proper channels and carried out with a proper degree of moderation. In no case have the leaders of the N. A. R. D. made promises of impossibilities. They have consistently and persistently urged forward local organization and have preached the benefits to be derived from this local work.

If no further results were attained than those which have been accomplished in Minneapolis and in Pittsburg the existence of the N. A. R. D. would have been well justified, but there are

already numerous other places where conditions have been improved through the work of local organizations, either instituted or fostered by the N. A. R. D. With the active co-operation which is now assured to this plan from every quarter we can confidently look forward to an era of improved conditions in the drug trade such as has not been known for the past two decades.

The opening address of N. W. D. A. President Frisbie, of the National Wholesale Druggists' Association, was a most interesting document. One feature especially concerns the retail drug trade and contains a statement that will be news to many of our readers—namely, that a practice has sprung up of sending out pharmaceutical preparations without labels of any kind. Such a practice is rigidly characterized by President Frisbie as criminal negligence. The absolute lack of any safeguard in the handling of such medicines renders the practice a most reprehensible one from the point of view of public safety, and it is gratifying to note that it is the physician and not the pharmacist who has been responsible for this highly objectionable practice.

The only question presenting itself at the N. W. D. A. meeting upon which there was any great difference of opinion was that of the restriction of trade in pharmaceuticals to jobbing houses. It was proposed by some to place pharmaceutical preparations upon the same basis as proprietaries and to restrict their sale to recognized jobbers. Such a move would have been met with a storm of protest by the retail trade, and had an effort been made to enforce such restriction there is a grave possibility that the entire fabric of the tripartite plan would have been shattered. Fortunately we are able to state that this movement was abandoned, and that throughout the action taken by the National Wholesale Druggists' Association has been wholly in harmony with the best interests of the retail trade.

National Wholesale Druggists' Association

TWENTY-SIXTH ANNUAL MEETING.

A Largely Attended Convention at Chicago, September 17-20, 1900.

NOT for many years has a meeting of the National Wholesale Druggists' Association attracted a degree of interest equal to that shown by the various branches of the trade in connection with the twenty-sixth annual convention which closed at Chicago on Thursday, September 20. It was well known that an uncommonly strong effort would be put forth by several of the leading jobbers to restrict by resolution the sale of pharmaceuticals as well as proprietary remedies to recognized jobbers, and thus deprive many of the large retailers of a privilege they have enjoyed in common with firms on the list of recognized jobbers for many years past. The manufacturers themselves were not disposed to relinquish the accounts of retailers without a fight, and such firms as Parke, Davis & Co., of Detroit, Jno. Wyeth & Brother, of Philadelphia; Sharp & Dohme, of Baltimore, to mention only a few of the houses interested in opposing action of the kind contemplated, were ably represented. J. C. Elliel, of the Lyman, Elliel Drug Co., of Minneapolis, was prominent among the advocates of the change and he had some eighty other firms of jobbers with him in the movement. As the result of several conferences it was, however, not deemed wise to press matters to an issue at this time, and what promised to be one of the most sensational subjects coming up for discussion was allowed to be quietly shelved.

Important Work of Committees.

An unusually large amount of business of the routine order, as shown by reports of committees, was transacted, among the more important of such reports being those of the Committee on Proprietary Goods, the Committee on Credits and Collections, and the Committee on Legislation. For the Committee on Pharmaceutical Preparations, which it was anticipated would recommend some startling changes in the policy heretofore followed by the association, Mr. Elliel made a brief verbal report of progress. He, however, asked for the continuance of the committee for the ensuing year and requested at the same time that it be given power to treat with manufacturers and possibly to act, which was granted.

President E. C. Frisbie was the recipient of many encomiums on the noticeable ability he displayed as a presiding officer, it being the general sentiment that the association had never before profited so much from the carefully considered and fair rulings of its executive.

The Informal Opening.

The convention was opened in an informal way on the evening of Monday, September 17, by a musicale and recitations in the main parlors of the Auditorium Hotel, the headquarters of the association. This was largely attended and proved a most enjoyable feature of the convention.

Joint Session of the N. W. D. A. and P. A. of A.

The real work of the meeting was not taken up until the following morning, Tuesday, September 18, when President



W. J. WALKER,

Albany, N. Y.,

President-Elect of the N. W. D. A.

Frisbie opened a joint session of the N. W. D. A. and the Proprietary Association of America, extending his own greetings and welcome, and introducing E. Allen Frost, the Deputy Comptroller of the city of Chicago, who represented his honor Mayor Carter H. Harrison, and on his behalf welcomed the two associations to the city.

Sensational Speech by J. C. Elliel.

J. C. Elliel responded for the association in a speech replete with witticisms and patriotic allusions. He confessed that he had been at one time a Chicagoan, but he hoped the record of his early days had been atoned for; and, para-

phrasing Macaulay's dream of the New Zealander and the ruins of London, he wondered how long it would be before Lake Michigan would claim its own and the place he then stood upon become once more the home of the sand-piper and the crane. He declared himself an expansionist in a sentence or two which was taken up and exploited by the newspapers of Chicago on the following morning. "This great republic," said he, "is no longer content to let the sun set on its possessions. We have reached out beyond the confines of our own country and planted the flag in the distant islands of the seas, never to be taken down until our purpose is accomplished." This sentiment was received with the most vociferous applause, and it only needed his apt quotation from the chorus of Rudyard Kipling's "Mandalay" to round out a most effective peroration.

First Sitting of the N. W. D. A.

The joint session was then closed and the first sitting of the N. W. D. A. was opened with the delivery of the annual address of the president, Vice-President L. A. Lange being asked to take the chair while the message was being read.

ADDRESS OF THE PRESIDENT.

Mr. Frisbie opened his presidential address with a reference to the wonderful growth of the city of Chicago since the time, twenty-five years ago, when the Western Wholesale Druggists' Association, the predecessor of the N. W. D. A., met in that city. He then reviewed the history of the association during the past year, paying a feeling tribute to the memory of the four members who had died since the last meeting of the association. The work of the several committees was reviewed in outline, especial attention being paid to that done by the Proprietary Committee during the past year. He accentuated the necessity for upholding the rebate plan and pointed out the fallacies of those who argue that this plan is of no benefit to the jobber.

Reference was made in the address to the growing disposition on the part of pharmaceutical houses to urge upon retailers quantities beyond their legitimate requirements. This practice was condemned as leading to a demand upon the part of the retailer for a larger credit from his jobber than is justified by the capital invested in his business. A singular practice was referred to as follows:

Criminal Negligence.

I have been surprised to find within the past year three pharmaceutical houses have put out medicines without label. One firm justified themselves on the ground that a few of their customers insist upon certain medicines being sent them without label. The other two houses can have no excuse whatever.

Goods are sent out with a blank label and nothing whatever, not even a number, to indicate the contents of the bottle. These goods are supposed to be sold to physicians only, yet the goods, to a greater or less extent, drift into the hands of druggists.

I cannot conceive how a physician of ordinary intelligence, or one having any reputation whatever, would dare to give to his patient a medicine sent him bearing no label. The risk is enormous and will belong solely to the person dispensing the unknown quantity.

Immediate steps should be taken to prevent or forbid the handling of medicines except they are properly labeled. I claim, and I believe justly so, that it is a criminal act to send medicine in the manner mentioned above.

The question of stamp tax was referred to briefly, as was also the result of the Park suit and the status of the free alcohol question.

The address was referred to a special committee for consideration composed of Daniel R. Noyes, M. Carey Peter and Chas. F. Weller. Reports of officers followed. A. B. Merriam, secretary, asked



A. E. EBERT,
Chicago.

leave to defer the reading of his report to a later session, which was granted. The report of the treasurer was then called for, and S. E. Strong, of Cleveland, gave a detailed account of the transactions of his office during the year. This showed total receipts for the period of \$14,727.56 and expenses of \$12,949.60, leaving a balance of \$1,777.96, a check for which accompanied the report. The report was referred to a special auditing committee, composed of H. B. Fairchild and D. M. Cowan, after which President Frisbie accorded the privileges of the floor to the delegates in attendance from sister associations, calling first upon Albert E. Ebert, of Chicago, to respond for the American Pharmaceutical Association.

Greeting from the A. Ph. A.

In opening his remarks Mr. Ebert referred to the honorable record of the association which he represented and extended to all a cordial fraternal greeting on its behalf. In touching on the important part which the wholesale druggists of the country had taken in the upbuilding of the American Pharmaceutical Association, whose first president was Chas. T. Ellis, of Philadelphia, at the initial meeting held in New York City in 1851, he spoke of the aid which had been rendered in the past by wholesalers in the establishment of colleges of pharmacy in Philadelphia, New York, Cincinnati and Chicago, and said the A. Ph. A. was grateful for this aid. Alluding to the benefits which would accrue to the trade from a still closer co-operation between the retailers and wholesalers, particularly in the matter of pure food and drug legislation, the speaker said he would especially welcome co-operation of this kind on the subject of free alcohol. Mr. Ebert asserted emphatically that free alcohol was not wanted by the retail interests. "We have some professionalism left to us," he said, "and we do not wish to be compelled to purchase all the pharmaceuticals into which alcohol enters." He closed by reiterating his statement regarding the great obligations which

the retailers were under to the wholesalers of the country for "the advancement of the best interests of the pharmaceutical profession."

Daniel R. Noyes acknowledged on behalf of the N. W. D. A. the signal service rendered by the A. Ph. A. in the elevation of the standard of pharmacy generally, and said the association deserved, as it has received, the worthiest consideration of those identified with the drug business. The N. W. D. A. was proud to have the representative of the A. Ph. A. present.

President Anderson Gets in Touch.

The speech of the meeting was made by the newly elected president of the N. A. R. D., Prof. W. C. Anderson, of Brooklyn, N. Y. He sounded the keynote of harmony and instantly won the attention of an interested and sympathetic audience. After tendering cordial greetings on behalf of the N. A. R. D.,



E. C. FRISBIE,
Hartford, Conn.,
President N. W. D. A.

representing as he said the good wishes for a successful meeting of the great mass of retail druggists throughout the country, he proceeded to speak of the new circumstances which have recently brought the retailer in closer touch with the two other branches of trade. It was a re-assumption of an old custom—the legitimate right of the retailer to the distribution of the proprietary remedies to the public on the one hand and the restriction of sales at best discounts from the manufacturers to recognized wholesalers on the other, and he said this custom had continued even beyond the time when the practice of selling proprietary medicines at prices far below those fixed by the manufacturer of such products had become general. The manufacturer, not appreciating the full consequences of such a policy, had sold his products in large quantities at best discounts direct to the cutters, thus eliminating the jobber as a factor in the distribution of his goods and working widespread injury to the commercial interests of the retail trade. Jobbers

also, finding that cutters could procure proprietaries from the manufacturer direct, had felt at liberty to supply such distributors, notwithstanding a realization of the wrong done to the retail trade thereby. The retailer, finding that his profits had been taken from him by the action of the aggressive cutter in advertising and selling standard proprietaries at a price often less than that at which the retailer could buy, was driven to the necessity of manufacturing preparations of his own on a limited scale and selling them in open competition with the older and more widely known proprietary products.

Retailers Favor the Old Custom.

President Anderson said that the retailer had been the first to break away from the old custom; that he had taken this step only as a last resort and as a necessary act in order to maintain his position and discharge his obligations to his family and to society. Through the action of the N. A. R. D. the retailer, he said, had taken the first steps to return to the custom, so long and universally recognized as the legitimate channel in which the drug trade might develop and bring a greater measure of prosperity to each of its divisions. He said that coming from the great Detroit convention at which there were delegates from a majority of the States of the Union, reflecting the sentiment and business judgment of the retail drug trade of every section of the United States, he felt authorized to say that the retailers, practically as a unit, favored an immediate return to the old custom of buying proprietary goods exclusively from the drug jobber, the jobber confining his sales exclusively to the retailer, and the manufacturer limiting the distribution of his goods solely to the jobbing drug trade.

Better Conditions Now Prevail.

Through the efforts of the N. A. R. D. during the past two years a vast improvement had come to the trade as a whole; in some sections entirely satisfactory conditions now prevail, and in every section the conditions presented a decided improvement and gave hope of still better results, not only to retail interests but to manufacturing and jobbing interests as well. President Anderson said he believed that it was the duty of the three divisions of the drug trade to stand together upon a broad platform of equal justice to the commercial rights of each, and that each should make such concessions as may be necessary to place the trade upon such a satisfactory basis without loss of time. He expressed the belief that the retailer and manufacturer, acting together for their common interest, would have no difficulty in overcoming present unsatisfactory conditions, provided they acted with absolute fairness, integrity and mutual confidence in their efforts to realize such a condition. He believed it to be the duty of jobber and proprietor to recognize and firmly protect the rights of the retailer. The enemies of the drug trade to-day, he declared, are just as much the enemy of the manufacturer and jobber as of the retailer; that the prosperity of the retailer meant the prosperity of the jobber; that within the past two years a vast amount of business had been returned to the legitimate drug jobber which formerly went to the proprietor

direct; that the proprietor found his compensation in the fact that where prices of proprietaries are well maintained the standard advertised remedies sold far more largely, and that the reputation of such preparations was protected by the professional and business standing of the retail pharmacist.

Jobbers Pleased with New Point of View of Retailers.

M. N. Kline, of Philadelphia, was asked to respond for the N. W. D. A. He said it augured well for the jobbing drug trade that they could come together and listen to an address so replete with common sense as that made by Mr. Anderson. The statement that the wholesaler is indifferent to the interests of the manufacturer was fallacious and disproved itself, and the books of the jobbers would show that they are not indifferent to the success of the retailers. The proprietor, he said, may not care what profits the retailer makes, but the jobber does care that those profits provide a just compensation for the service rendered; and both proprietor and jobber should deem it of vital concern to endeavor to assure more prosperous conditions for the retail trade, as under such conditions the other two branches of the trade reap the greatest advantage. He believed that it would be agreed that there has been evolution in the drug trade and that perhaps the day of old prices and old profits is, so far as some localities are concerned, a matter of the past. He felt that it was at this time a question of how much the condition of the retail druggist can be ameliorated.

Local Pride of a Pennsylvanian.

William McIntyre, of Philadelphia, presented the greetings of the Pennsylvania Pharmaceutical Association, saying:

The Pennsylvania Pharmaceutical Association has for the third time sent me as their delegate to the meetings of your association. Our State organization considers its field of work as educational, legislative and some of the business interests of druggists. I will not enter into a discussion of the relationship between manufacturer, jobber and retailer; but I will say I have listened with interest to the remarks of the representative of the city of Chicago, and am imbued with the thought that each member present could give an encouraging statement of the success of business interests in their several localities, and should I endeavor to give such a statement you could recognize our State as the keystone in the wonderful development of the country.

Value of the N. A. R. D. to Ohio.

C. F. Shoemaker, chairman of the Board of Control, responded in a speech indorsing the general sentiments that had been expressed. John Byrne, of Columbus, conveyed the greeting of the Ohio Pharmaceutical Association. He said that he desired to commend and emphasize the remarks of President Anderson, of the N. A. R. D.; that the association had been of great value to the druggists of Ohio, and that outside the city of Cincinnati aggressive price cutting on proprietary preparations was practically unknown.

Lucien B. Hall, of Benton, Myers & Co., Cleveland, responded to the remarks of Mr. Byrne, confirming the statement concerning the condition of the retail trade in that State.

President Frisbie then announced that the regular order of business would be

taken up, and called for the report of the Committee on Membership.

New Members.

Irving J. Benjamin, of New York, chairman of the Committee on Membership, reported applications from the following houses for active and associate membership. The report was received and the names posted for action at a later session.

ACTIVE MEMBERS.

Nabers, Morrow & Slinnige, wholesale druggists, Birmingham, Ala.; H. W. Williams (H. W. Williams & Co.), wholesale druggists, Fort Worth, Tex.; Hessig-Ellis Drug Co., wholesale druggists, Memphis, Tenn.; the Bodeker Drug Co., wholesale druggists, Richmond, Va.; McBride & Will Drug Co., wholesale druggists and retail, Marshalltown, Ia.; Montana Drug Co., wholesale druggists, Butte, Mont.; Greiner-Kelly Drug Co., wholesale druggists, Sherman, Tex.; Houston Drug Co., wholesale druggists, Houston, Tex.; Alexander Drug Co., wholesale druggists, Oklahoma City, Ok. T.; Texas Drug Co., Dallas, Tex.; Eastern Drug Co., wholesale druggists, Boston, Mass.; the Greenville Drug Co.,



C. F. SHOEMAKER,

Philadelphia,

Chairman-elect of Committee on Proprietary Goods.

wholesale druggists, Greenville, S. C.; the Christie Groover Drug Co., wholesale druggists, Jacksonville, Fla.; Chas. D. Knoefel, wholesale druggists, New Albany, Ind.; W. H. Terry & Co., wholesale druggists, Norfolk, Va.; the Patton-Worsham Drug Co., wholesale druggists, Dallas, Tex.; Hutcherson-Elliott Drug Co., wholesale druggists, Paris, Tex.; E. Steinbacher & Co., Akron, O., wholesale druggists.

ASSOCIATE MEMBERS.

Thomas M. Curtius, drug broker, New York City; E. N. Rowell Co., pill boxes, Batavia, N. Y.; Farbenfabriken of Elberfeld Co., importers of pharmaceutical products, New York City; R. W. Phair & Co., chemicals, etc., New York City; Pepsol Co., proprietary medicines, Nashville, Tenn.; the Hall Capsule Co., manufacturers of capsules, Cincinnati, O.; Andrew Jorgens Co., manufacturers of soap, Chicago, and Cincinnati, O.; S. W. Gould & Bro., drug miller, Malden, Mass.

At later sittings the following additional applications for membership were submitted and acted upon favorably. For active membership: The Wangler Drug Co., Waterloo, Ia.; the McBride & Will Drug Co., Marshalltown, Ia.; Owens & Moore, Clarksville, Tenn.

For associate membership: I. J. Hiller & Son, New York, N. Y.

President Frisbie said he was glad to note the excellent showing made by the chairman of the Membership Committee and warmly commended the report.

The report took the usual course, the names being posted for action at a subsequent session.

On motion J. E. Toms was appointed assistant secretary of the convention, and after listening to announcements of Chairman Charles F. Weller, of the Committee on Entertainment, the sitting was at 12 o'clock m. adjourned.

SECOND SESSION.

The afternoon session on Tuesday was convened by President Frisbie promptly at 2.30 o'clock. The reading of committee reports was called for and that of the Committee on Legislation, W. O. Blanding, chairman, was read in his absence by C. F. Shoemaker, the opening paragraphs reading as follows:

REPORT ON NATIONAL LEGISLATION.

There has been little or no legislation affecting our association the past year, but your committee will give a short report as to what has been done in the direction of future work, on lines that will benefit us.

The most important—that affecting the abolition or reduction of the war revenue tax, has been thoroughly covered, more especially by the retailers, who have done great work in this matter. Congress has been flooded with appeals and petitions of all kinds. The results we hope to show in the future. None could have been expected at the beginning of the presidential campaign.

A hearing before the Ways and Means Committee was finally arranged for, which was held April 17, at which were present representatives from the National Wholesale Druggists' Association, National Association of Retail Druggists, the Proprietary Association of America, the American Pharmaceutical Association, and at least fifteen local pharmaceutical associations, besides many other interested members of the trade.

The report here contained a transcript of the arguments made at the hearing before the Ways and Means Committee of the House of Representatives by Thomas V. Wooten and George P. Engelhardt, which have been already given in these columns.

The Brosius Pure Food and Drug Bill.

The proceedings of the Pure Food and Drug Congress received consideration, and the report of M. N. Kline, of Philadelphia, who was a delegate to the congress and acted as chairman of the Committee on Resolutions, was embodied in the report. It was stated that the Food Congress agreed upon the following changes affecting drug interests, in the Brosius Bill, known as H. R. 6246:

"In section 3, under 'Definitions,' the words 'National Formulary' and the words 'and cosmetics,' are stricken out. This limits the application of the term 'Drug' to 'all medicines recognized in the U. S. Pharmacopœia, for internal and external use.' Wherever the words 'National Formulary' are referred to in this bill they are stricken out.

"Under the heading of 'Adulterations' in section 6, and the proviso to the eighth paragraph of this section, the words 'or a drug' were also recommended to be stricken out."

Rebates on Alcohol.

The position of the movement for the recovery of the rebates on alcohol was fully referred to, and it was stated to be the intention of the committee to actively prosecute its work during the months of October and November and

as soon as Congress assembles the enactment of the bill to recover claims will be strongly urged upon both the Senate and the House.

Trade-Marks.

The report stated that a compilation of the trade-mark laws of the various States had been compiled under the direction of E. C. De Witt, of Chicago, copies of which can be obtained of Geo. L. Douglas, of Chicago, attorney to the Proprietary Association. In concluding their report the committee made the following recommendations:

Favoring the repeal of section 39 and its dependent classes of the war revenue law of 1898.

The committee favor the passage of the Brosius pure food law, provided the interests of chemists and druggists are safeguarded, in such particulars as may appear to them to be necessary.

The co-operation of the committee with the commissioners appointed to revise the trade-mark laws.

In addition to the above, in case there is any agitation on the tariff question, the committee would favor having opium, which is the only crude drug now on which there is any duty, placed on the free list.

The report took the usual course, being referred for consideration to the Board of Control.

The annual report of the secretary was then submitted by A. B. Merriam. It took the form of a long arraignment of the Government for its interference with the business of manufacturing members of the N. W. D. A. in the free distribution by the Secretary of Agriculture of various anti-toxins and serums. On motion the report was referred to the Board of Control.

Committees on Time and Place of Next Meeting and Nominations of Officers were then appointed. The first named consisting of C. F. Weller, C. W. Snow, L. B. Hall, F. S. Churchill and C. F. Shoemaker, and the second of W. A. Hoyer, C. F. Cutler, C. S. Littell, C. A. Jerman and J. C. Eliel.

REPORT ON CREDITS AND COLLECTIONS.

The report of the Committee on Credits and Collections, submitted at this point by W. A. Hoyer, of Denver, chairman, contained the following resolutions presented for adoption by the Association:

Resolved: That it is the sense of this association that the demands of the times require a modification of our present terms of sixty days and 1½ per cent. for cash to thirty days and 1 per cent. for cash, these terms to apply to the sale of all merchandise other than sundries, liquors and cigars, said modified terms to be made effective on and after January 1, 1901. Be it further

Resolved: That the various local exchanges be requested to meet at an early date for the purpose of taking action on the provisions of the above resolution, and for the purpose, if deemed necessary, of calling a general meeting of the members of the various local exchanges interested in a given territory to discuss and take action upon this question.

The committee suggested the formation in each local jobbers' association of an auxiliary association to consist of the creditmen of the firms interested, who should come together not less than four times a year for the purpose of comparing notes and discussing all questions pertaining to the management of their branch of the business, and to confer freely with one another regarding delinquent accounts.

With the view of establishing a credit association as an auxiliary to local drug exchanges, the committee offered the following resolution for adoption:

Resolved: That we recommend the formation of such adjuncts to each local drug association, club or exchange.

The committee expressed regret that so few wholesalers are organized into local associations and appreciating the value of these local bodies in the treatment and disposition of local conditions and local agreements brought in a resolution worded as follows:

Resolved: That it is the sense of this association that all of its members who do not already belong to some local organization composed of wholesale druggists should connect themselves with an association of this character, if such exists in their territory, or where such an association does not exist that they will interest themselves in the formation of such an association.

There seems to be quite a divergence of opinion on the part of credit men as to the real value of the National Bankruptcy law and the bill to amend it, which has been introduced into the United States Senate by Mr. Davis, of



WM. O. BLANDING.

Chairman Committee on Legislation, N. W. D. A.

Minnesota, was recommended for indorsement by the Committee on Legislation, and further recommended the adoption of the following resolution:

Resolved: That we favor the principles involved in the National Bankruptcy law. That we urge, through our representatives in Congress, the adoption of such amendments as are necessary and proper to increase the efficiency of the present law, and that we favor the passage of what is known as the "Ray bill" with this end in view.

The Ray bill has already received the support and the indorsement of the National Creditmen's Association, who have thoroughly investigated the subject, and the action recommended by the committee is only in line with that taken by said Association.

The committee recorded their indorsement of the new movement in several leading colleges of pharmacy looking to the adoption of a course of commercial training having to do with the practical management of a progressive, up to date pharmacy, including correct methods of bookkeeping, system in buying and a proper care of stock. The adoption of the following resolution was recommended:

Resolved, That it is the sense of this association that the commercial course of instruc-

tion already adopted by the leading colleges and schools of pharmacy is of a character alike progressive and practical, that if persisted in will in time develop a class of graduates which will immediately surround them when once they embark on an independent career; be it further

Resolved, That it is the sense of this association that all the colleges of pharmacy that have not already instituted a course of commercial training should give the question careful consideration, and whenever consistent, to make it encumbent on the part of every graduate to properly qualify under the requirements of such course.

Comparative Sales of Pharmaceutical Preparations.

The following statistics of comparative sales of pharmaceutical preparations were submitted. This portion of the report is of particular interest at the present time, in view of the efforts being made by jobbers to restrict sales of pharmaceuticals to recognized jobbers only.

To the question, "Are your proportional sales of Pharmaceutical Preparations increasing or decreasing? If decreasing, to what do you attribute the falling off?" Ninety-eight replies were received, in substance as follows:

Nineteen (19) report their sales of pharmaceuticals to be about stationary. Forty-six (46) report their sales increasing. Thirty-three (33) report their sales decreasing. All of the thirty-three give as a reason for their sales decreasing, "Sales direct by manufacturers."

One of our members who reports his sales increasing states that such increase is due to the additional lines which his house has been obliged to stock, and it is the opinion of your committee that this is largely the case where an increase in sales is noted.

By territorial sections the following is the summary of answers received:

The Eastern States, including the New England and Middle States, report as follows:

Seven sales the same.
Eighteen sales increasing.
Fourteen sales decreasing.

The Pacific Coast States:

One sales the same.
Two increasing.
Four sales decreasing.

States west of the Missouri River, not including Pacific Coast States:

Two sales the same.
Two sales increasing.
One sales decreasing.

Middle Western or Mississippi Valley States:

Five sales the same.
Eighteen sales increasing.
Seven sales decreasing.

Southern States:

Four sales the same.
Six sales increasing.
Seven sales decreasing.

The increase in sales in the Mississippi Valley States, including Michigan, Indiana and Ohio, can only be accounted for by the fact that the houses are continually adding to their lines. In the Eastern States the difference is not nearly so great and seemingly due to the fact that there are not so many pharmaceutical houses in the field, nor are Eastern jobbers adding to their lines to the same extent as are jobbers in territory located further west.

Profit and Loss in the Wholesale Drug Business.

The following summary of results and statistics as applied to the average wholesale druggist doing business in the United States was appended to the report:

The average wholesale druggist doing business in the United States suffers loss by reason of bad debts of one-half of 1 per cent. He operates at an expense of 10.4 per cent., not including interest on investment, etc. Including interest on investment, and taking into consideration future additional expense by reason of free boxing and cartage, etc., his cost of doing business will not vary from 11½ to 12 per cent.

Of his gross sales 53.16 per cent. are solicited and 54 per cent. of same consists of proprietary articles. In the majority of cases

his proportional sales of pharmaceutical preparations are at a standstill or are decreasing, as a result of direct sales by the manufacturer to physicians and retailers.

As a rule he is not satisfied with free boxing and cartage, and will lend his aid looking toward a restoration of this charge. He does not favor credit insurance, and, generally speaking, is not a member of a credit clearing house, nor does he feel that it would be of any especial advantage to establish a credit clearing house for the sole use of wholesale druggists. His experience in general has been unfavorable to the National Bankruptcy law, and where he expresses any opinion it is generally for repeal. About one-half of him belongs to a local organization and the other one-half is out in the cold.

Report of Committee on Memorials of Deceased Members.

Arthur W. Olafin, as chairman, submitted feeling and appropriate notices of the following members who have died since the last meeting of the association. F. S. Calhoun, of F. S. Calhoun & Co., of New Haven, Conn.; Leon Chris, of Paris, France; Frederick Chapin, of T. Sisson & Co., of Hartford, Conn.; J. E. Chapman, of the Chapman, White, Lyons Co., of Knoxville, Tenn.; Dr. Frederick Humphreys, of New York City, and T. H. C. Allen, of K. J. N. Harris & Co., of Cincinnati, Ohio.

A Tribute to the Late S. B. Schieffelin.

Following the action on this report it was announced by Daniel R. Noyes that during the past week a man known to every member of this association as having lived a long and worthy life, devoted to the interests of the drug business, had passed away. The speaker referred to Samuel B. Schieffelin, of New York, and stated that his influence had been felt in the drug world and as an honored member of society and the head of one of the leading drug houses of the East. Mr. Noyes said: "Mr. Schieffelin died at the ripe age of ninety years, and his burial occurred on Monday of this week. I am quite sure that our Memorial Committee should add a page expressing somewhat our appreciation of such a life in connection with our business and ourselves, and although he was not at the time of his death a member of the association, but had been for years before, that we should honor ourselves, as well as honor the memory of one of the most distinguished men engaged in the business, by making suitable mention of his death in connection with the report of this committee."

The suggestion of Mr. Noyes was approved.

Charles Hubbard, chairman of the Special Committee on Paris Green, then made the following report:

Your committee beg leave to make the following very brief report: Being informed early in the season that there would be no united action on the part of the manufacturers, it was deemed best to go to no expense, but leave the matter of selling prices by dealers to be regulated, if at all, by local organizations. From information received it would seem that trade in the article had been somewhat unsatisfactory, both to the manufacturer and dealer, and that not over 60 per cent. of the usual quantity has been sold.

Believing it to be to the interest of all parties concerned that Paris green be sold at a restricted price, if possible, your committee would recommend that the incoming committee keep in close touch with the manufacturers, and if an association is formed that every endeavor be used to cause such association to put Paris green on the rebate plan. All of which is respectfully submitted.

Charles Hubbard, Chairman.

Following the usual course, the report was referred to the Board of Control.

The chair called for the report of the

Committee on Pharmaceutical Preparations, J. C. Elliel, chairman. Mr. Elliel was not prepared with a written report, but made the following statement:

The Committee on Pharmaceutical Preparations held a session yesterday, and a number of members of the association were particularly interested in the questions brought before them. We had a long and serious session with a number of the leading manufacturing pharmacists; a very pleasant and earnest discussion took place in which there was a free exchange of sentiment on both sides. But your committee feels, while it has nothing that could be reported at this time, that some progress has been made. The questions involved are, as you all know, intricate and of such character that they cannot be settled out of hand. And your committee respectfully reports progress and asks that a similar committee be appointed by the incoming administration with power to treat with these people, and, if possible, with power to act, so that they can continue the work and report at some future meeting of this association.

The report was received and the recommendations contained in it adopted.

The Committee on Revision of



CHAS. S. LITTELL,

New York,

Chairman Committee on Pharmaceutical Lists.

macellaneous Lists reported through its chairman, Charles S. Littell.

Report of Committee on Revision of Pharmaceutical Lists.

BY CHAS. S. LITTELL.

The object of this committee is to procure uniformity of listing among the more prominent manufacturers of pills, tablets, fluid extracts and similar pharmaceutical preparations, not of price, but of place and title. This seems at first glance comparatively easy, but, on the contrary, it is an intricate problem, requiring patient study, conference and compromise on the part of the various manufacturers. Each naturally prefers his own classification, and all are anxious to preserve the individuality of their goods.

The policy of at least one large concern is to name their tablets according to the disease or symptoms, claiming that this plan is preferred by their best customers, the physicians.

Changes in nomenclature would make confusion in the stocks carried by dealers and the medical profession throughout the country. These are a few of the difficulties to be overcome.

When your committee was announced late in 1899, most of the catalogues of the present year were in press; hence only preparatory

steps could be taken at that time. Nearly all the manufacturers who were approached regarded favorably the suggestion made by the chairman, and expressed a willingness to make concessions for the sake of the uniformity desired, but later seemed to consider the difficulties of harmonizing the various interests too great to be accomplished at once, and that the hoped for result would come gradually and be eventually attained.

The chairman of your committee believes that this, to a great extent, will prove to be the case, and confidently expects to see the pharmaceutical lists of 1901 much simplified, and his efforts at least partly successful.

As this report is practically "progress," it is recommended that a similar committee be appointed by the incoming president, to finish the work of its predecessors.

Frederick Schneider, chairman of the Committee on Fraternal Relations, being called upon for the report of that committee, stated that it was in the hands of the Board of Control, and the report was then read by Mr. Shoemaker as follows:

Report of the Committee on Fraternal Relations.

Your Committee on Fraternal Relations would respectfully report that the same degree of harmony exists now between this association and associations of allied interests as in the past. But this friendship seems to partake more of the social than of the business interests.

From the information gathered by your committee, it would appear that there is room for much improvement in the harmonious business relations between the various branches of the drug trade, and particularly so in the West and Middle West. As a result of this unsettled and uncertain state the business of a large majority of dealers in the particular sections named is far from satisfactory. We are of the opinion that this evil is caused solely by the lack of organization and the absence of that unity of interest and purpose that is necessary to bring success to the many. So long as there exists an indiscriminate scramble for trade, with every man attacking his neighbor, and all neighbors attacking each other, having no interest or purpose in common, and having neither the moral nor physical support of each other, then just so long will the results be inharmonious and unsatisfactory and the dividends small.

Less than 50 per cent. of the wholesale druggists of the country are members of this association, and it is highly necessary that a greater union be made under the broad policy of "justice to all" and "live and let live," in order to have our business reach that degree of prosperity shown by other trades. There is no doubt that all should get together with a certain fixed purpose to mutually help and protect, with a certainty of ideas and aims, concentrating our force along certain well defined lines, in order to reap the profit that is ready to fall into our hands for the asking.

It is a pleasure to state that under the leadership of this organization the improvement is coming, slowly, yet surely; and with increased activity on the part of each member to bring all druggists within the pale of this association's beneficent influence, quicker comes the day of our common prosperity.

If every member of this association will so conduct his business as to command the confidence of all who have relations with him, it will increase the respect for the member and for the association, and all will desire to come in.

Civility and courteous treatment of the representatives of other houses should always be shown, as it is something that costs little and purchases much in lasting appreciation and gratitude. Your committee asks the members' pardon for preaching, but it would recommend that greater activity be shown to bring all druggists within the bonds of a certain common interest, so that the influence of all may be concentrated along certain fixed lines, tending to increase the welfare of the many and not the few.

The chairman of the committee takes this opportunity of thanking each and every member thereof for the prompt assistance and support given.

The Drug Trade Section of the New York Board of Trade and Transportation.

The following reference to the work of the Drug Trade Section of the New York Board of Trade and Transportation was given in the report of the Com-

Committee on Relations with Local Associations:

The Drug Trade Section of the New York Board of Trade and Transportation is the only local association of importing, manufacturing and jobbing druggists in New York City which comes at all closely in touch with the interests of the National Wholesale Druggists' Association. This section is composed of about 200 of the prominent wholesale druggists, drug brokers, importers and manufacturers of New York City, and its work is the regulation of all important matters pertaining to the trade in New York City particularly, although it keeps a watchful eye on all affairs affecting the trade, both national and State, as well. The chairmen of the various committees are men of influence, of wide experience, and of mature judgment, and they are usually able, by the exercise of prompt and concerted action, to reduce to a minimum the baneful effects of any misguided legislation, as well as to suggest and bring about the general adoption of improved business methods.

ACTION AGAINST CHARGES ON CHECKS.

Of the work accomplished by the Drug Trade Section during the year, perhaps the most important was that relating to the collection charges for checks made by banks. The section took the initiative in the movement, and the business men of mercantile New York have considerable to be thankful for in that fact. It was a month or two before the banks proceeded to put into operation their plan to charge a percentage on every check that the section met, discussed the situation from every point of view, and drafted a series of resolutions in opposition to the proposed move.

These resolutions were adopted by the parent body—the Board of Trade and Transportation—and by a number of other organizations. They created a sentiment against the action contemplated by the banks, and the result was that check collection charge was much modified and finally cut in half. That the charge was an arbitrary one, that it was totally opposed to the trend of commercial progress, and that its enforcement would work a hardship was brought out very strongly by the Drug Trade Section, to which all thanks are due for its modification.

THE WILCOX POISON BOTTLE.

To go into details regarding all the vicious legislation which the Drug Trade Section has blocked would, perhaps, be futile, but it can well be pointed out that the section put the quietus on many proposed obnoxious poison laws in this State. Of these, the Poison Bottle Law was the most notorious and the most obnoxious. Its friends had gone so far as to patent the bottle and arrange for an enormous sale when the laws of the State should declare that every drug containing even the slightest trace of poison should be contained in that bottle and in no other. Had the law passed, the druggists of this State might well have sought other fields of industry. The patent bottle would have been called into requisition for a 10-cent sale of paregoric, because it contained opium, or for an eye wash with a trace of sulphate of zinc. As for proprietary medicines, thousands of dollars worth of bottles in stock would have been rendered worthless. It was the Drug Trade Section which ventilated the subject and killed the measure.

THE IMPORTATION OF CARTHAGENA IPECAC.

In the modification and correction of evils pertaining to import duties and classification the Drug Trade Section has been noticeably active. The most recent of its victories was that gained in the matter of the importation of Carthagena Ipecac. This drug has been excluded from this port for many years on the ground that it was deficient in the active principle, emetine. But although it was not permitted entry at the port of New York, it could be imported into this country at Philadelphia. This unjust discrimination was taken up by the section, and some uniformity of action on the part of the Secretary of the Treasury was urged. This was granted by Acting Secretary Vanderlip, who has recently notified the Collector at Philadelphia that Carthagena Ipecac could no longer be imported there. It now devolves upon the importers to test the legality of this procedure, and so the entire matter will probably be settled in the courts, and in the meantime the importers of this city are not being discriminated against.

THE STAMP TAX AND FREE ALCOHOL.

Among other vital matters that have been taken up by the section within the past year is the abolition of the stamp tax and the question of free alcohol. It is believed that as regards the former the matter will be taken up at the next session of Congress, and that the tax, originally imposed to cover the cost

of a war long since ended, will be removed, by the repeal of the War Revenue Act.

More than ever has the work of the past year demonstrated the necessity and the value of some such body as the Drug Trade Section. It is an organization which can be brought together at almost a moment's notice; its utterances carry weight, and it can bring a mighty, a prompt and an overwhelming force to bear upon any matter which it takes up.

The following are the officers of the section, which meets on the third Thursday of each month at the Mail and Express Building, Broadway and Fulton Street, New York City: Chairman, John McKesson, Jr.; vice-chairman, Joseph A. Velsor; secretary, Ernest Stoffregen; treasurer, William D. Faris; director, William Jay Schieffelin; Chairman Executive Committee, Thomas P. Cook; Committee on Legislation, Thomas F. Main; Committee on Membership, Thomas P. Cook; Committee on Arbitration, George M. Olcott; Committee on Jobbing Druggists, William Jay Schieffelin; Committee of Manufacturing Chemists, Jacob Kleinhaus; Committee of Manufacturing Pharmacists, Ernest Stoffregen; Committee of Manufacturing Perfumers, Bowles Colgate; Committee of Importers of Drugs and Chemicals, John H.



FRANK A. FAXON,

Kansas City Mo.,

Retiring Chairman Committee on Proprietary Goods.

Stallman, and Committee of Importers of Essential Oils, George M. Olcott.

The reports took the usual course, and the sitting was then adjourned.

THIRD SESSION.

Wednesday Morning.

The session on Wednesday morning opened with the reading of the report of the special committee on suits against members of the N. W. D. A., M. N. Kline, of Philadelphia, chairman.

Suits Against Members.

The Committee on Suits Against Members submitted the following report through M. N. Kline, chairman:

The case of John D. Parke & Sons against the N. W. D. A. has, up to the time of writing this report, proceeded through the following stages:

1. Filing of a voluminous bill of complaint by the plaintiff, covering over 300 pages, in the suit brought in New York City, and the filing of a similar bill in the suit brought in Philadelphia, in 1896.

2. Filing of answer by our attorneys objecting to much in the bill

as inadmissible and irrelevant. After full argument in this contention, the New York Supreme Court sustained us and ruled that bill must be amended and abbreviated.

3. Filing of this amended and very much abbreviated bill by the attorneys for the plaintiffs in New York case.

4. Filing of demurrer to this amended bill by our attorneys, since our last meeting, November, 1899. Copy of this brief is attached to this report for record in our proceedings.

5. Sustaining of this demurrer by Justice Russell in an opinion filed March, 1900, copy of which is attached hereto.

6. Appeal from this decision, which appeal is to be argued before the Appellate Division of the Supreme Court of New York, 1st Dept., in October next.

While, as above stated, the committee recommends that the brief in the demurrer submitted by our attorneys should be published in full, we think it may be as well to quote just one paragraph, because that paragraph appears to us to cover largely what needs to be said in defense of their suit:

"But the Court cannot read the complaint, and especially the exhibits attached to it, without being at once convinced that acts of the defendants complained of were not committed out of any malice against the plaintiff, or for the purpose of injuring it, but were committed for the purpose of maintaining what the defendants think to be an advantageous course of business, which the plaintiff may pursue if it chooses, and by which, if it does not, it may be injured."

The opinion sustaining this demurrer filed by Justice Russell has been sent to each member of this association, and we recommend that this shall be in full published in our proceedings. There are, however, a few extracts from that opinion which we desire to quote in the body of this report—viz.:

1. "The demurrer to the complaint fairly represents the legal questions at issue, for the events are fully narrated which form the statement of facts on which the complainant relies to justify the charge that the defendants have conspired to seriously impair the plaintiff's business and destroy his power to purchase and sell proprietary drugs and medicines, and are proceeding in the execution of their conspiracy."

Again: "The inability of this plaintiff to compete is primarily due to its own volition. No charge is made by it of a refusal to sell goods under the same conditions as freely to it as to any one. The charge is that the plaintiff must conform to the rules of the association on the same basis as all seeking membership; especial discrimination is made against the plaintiff not common or incidental to all without the pale, unless it may be that the vigorous efforts of the plaintiff to break up the solidity of the association have induced precautionary measures by the latter, which have individualized it as an example, but which measures might have been taken against any in similar case."

And, again in concluding, he says: "I do not find from the complaint the use of unlawful means to execute the lawful agreement. No instance is stated of any watching which interferes with plaintiff's proper business. The committee of the association may not have judicial powers, but any agent may act for an unwieldy association if such action is within the lines of the rules, and no specific deviation prejudicial to plaintiff is averred."

"Nor do I deem privilege of amendment useful. Three years of litigation in this action have presented the original complaint to the scrutiny of counsel and court; the amended complaint states fully the

facts relied on, and as counsel on both sides seem to believe, this case may well be decided upon the facts as stated by plaintiff in its complaint.

"Judgment for defendants sustained demurrer, with costs."

Whether the next move by the plaintiff for a reversal of this decision filed by Justice Russell will be more successful than their efforts so far have proven to be, remains to be seen, but thus far they have been unsuccessful in every contention.

In order to pay the bill presented by counsel the chairman of your committee was compelled to draw against the pledges which had been given to him by individual members of this association interested in the litigation, after the Richmond meeting in 1897, for the reason that the extraordinary expenses of the association had exhausted the funds in the treasury so that the treasurer could not meet the bill, and so an assessment of 25 per cent. on these pledges was made in April, 1900, and your committee is glad to be able to say that nearly all members (namely, 116) who had given these pledges promptly responded; \$2,887.50 as the result of this assessment was sent to the chairman of this committee, and \$2,525.00 of this amount was sent in May last to the treasurer of our association, and \$362.50 still remains in his hands.

It should be stated in this connection that in addition to the litigation in which we are involved in this suit the chairman of the Committee on Proprietary Goods has frequently submitted to counsel copies of circulars and reports which he has issued, and also that the Executive Committee of Retailers and the Committee on Trade Interests of the Proprietary Association has from time to time asked for legal information, all of which, of course, is included in the charges of our attorneys which your treasurer has reported as having paid.

The report was received and referred to the Board of Control.

On motion of Irving J. Benjamin, chairman of the Committee on Membership, the list of names proposed for membership at the previous session was elected by an affirmative ballot cast by the secretary.

The report of the Committee on Adulterations was read by Assistant Secretary Toms in the absence of John F. Queeny, chairman.

Report of the Committee on Adulterations.

BY JOHN F. QUEENY, CHAIRMAN.

St. Louis, Mo.

Mr. Queeny's novel departure from the traditional methods in submitting last year a minority report upon drug adulterations, giving the brutal and unlovely truth concerning the general prevalence of adulterations had prepared the members for an interesting report from his pen for this year. In the introduction to his report he quoted a letter from a member, showing that it has been customary for the chairman to do all the work, from which it is to be inferred that the report submitted was wholly the work of the chairman.

The author constantly reiterates the charge that the jobber is influenced solely by price considerations in his purchases, with the natural result that quality suffers. Among the instances of gross adulteration and substitution the chairman instanced the following:

Commercial Saltpetre is a mixture—80 per cent. common salt and 20 per cent. Saltpetre—and the sale of the article should be discouraged. One of the large manufacturers was inclined to discontinue its manufacture at the suggestion of the chairman, but others would not agree to it, hence we still have the article before us, unfortunately.

Beeswax, which contains 50 to 60 per cent. Ceresine, is sent out labeled, or marked, "Beeswax," and so invoiced, without any other designation.

We all know that 95 per cent. is the standard for Wood Alcohol, and the quality which should be delivered on open orders, yet 92 per cent. has often been sent on these orders, but care was taken not to label it 92 per cent.

It is in such instances deception is practiced.

It is known that Cottonseed Oil is sold in some sections as Malaga Olive Oil. If the Green is wanted, a little Chlorophyll is added and the customer is supplied with this mixture under the label, "Malaga Olive Oil, Green," or "Green Olive Oil."

Pomegranate Bark of the stem seems to be commonly sold for Bark of the Root. Both varieties are official, yet there is a difference of about 10 cents per pound in the import cost of the two articles.

Why should we continue to send out under the label of Powdered Black Antimony—even



THOS. M. CURTIUS,

New York City,

Chairman Committee on Drug Market.

If labeled Commercial—an article which does not contain a grain of Antimony, but which, instead, is Lehigh Soft Coal—pure and simple—pulverized. Sometimes we find it of a grayish color denoting an addition of Slate, or Talc, or something else—not Antimony.

The Red Aniline supplied generally to jobbing druggists is granulated sugar colored with Red Aniline. Sometimes salt is used instead of sugar.

A Vanillin recently examined was found to be adulterated with Acetanilid to the extent of 50 per cent.

Analyses of six samples of borax purchased of retail grocers during the year showed the following results:

1.	Soda.....	99 per cent.
	Borax.....	None.
2.	Soda.....	40 per cent.
	Borax.....	60 per cent.
3.	Soda.....	56 per cent.
	Borax.....	44 per cent.
4.	Soda.....	56 per cent.
	Borax.....	44 per cent.
5.	Soda.....	62 per cent.
	Borax.....	38 per cent.
6.	Soda.....	88 per cent.
	Borax.....	6 per cent.
	Talc., etc.....	6 per cent.

Reference was made to the character of requirements which would probably be laid down in the new pharmacopœia. Referring to the adulteration practiced in essential oils the remarks on the subject contained in the recently published work of Hoffman and Gildemeister were quoted at some length and details given regarding the practices in our own market confirmatory of the statements made.

The chairman urged every member to do his utmost to bring about the passage of the Brosius Pure Food Bill. In closing the committee offered the following recommendations:

That we deprecate the sale of misbranded and adulterated foods and drugs.

That we constantly keep before us the importance of quality in the products we sell, on many of which life is often dependent.

That we reiterate our indorsement of the Brosius Pure Food and Drug bill.

That individually, and as an association, we use our utmost endeavors to influence our legislators to push the bill to early and final passage at the next session of Congress.

That we label correctly and definitely all the goods we sell.

That we carefully consider the advisability of advocating the sale by assay—chemical or otherwise—of the drugs and medicinal products which contain Alkaloids, Resins, Oils, Oleo Resins and Essential Oils.

The report of the Committee on Commercial Travelers, John B. Purcell, chairman, was read by Assistant Secretary Toms and referred to the Board of Control.

Next in order the chair called for the report of the Committee on Passenger Rates and Routes, and it was announced that there would be no report presented by that committee.

Mr. Toms then read the report of the Committee on Paints, Oils and Glass, Thomas Van Natta, chairman, which was referred to the Board of Control.

The report of the Committee on Drug Market, Thomas M. Curtius, was then read.

Committee on Drug Market.

Thos. M. Curtius submitted a report one of the most interesting features of which was the table of comparative prices of the leading drugs at different times during the year under review, following in this respect the precedent set by his predecessor as chairman, William S. Mersereau, of New York, who introduced this feature into his report last year. The report is so condensed in its character as not to lend itself to further condensation.

The report of the Committee on Trade Marks was read by title in the absence of Mr. Rose.

REPORT OF COMMITTEE ON TRADE-MARKS.

BY ALFRED E. ROSE.

The report contains a review of the more important trade-mark infringement cases of the year, the first mentioned being that of the California Fig Syrup Co., which is already well known to our readers. In this case the California Fig Syrup Co. secured a signal victory in a case tried in the United States Circuit Court for the Northern District of California. The court issued a decree insuring to them the perpetual right to the exclusive use of the words "Fig Syrup" or "Syrup of Figs" as applied to a liquid laxative medicine.

The case of C. I. Hood & Co. against Dr. J. C. Hood, of Louisville, is also reported, the decision apparently estab-

lishing a new principle, namely: that no one except C. I. Hood & Co., their successors or assigns, can use the name "Hood" as applied to a sarsaparilla. The injunction issued against Dr. J. C. Hood from the United States District Court for the District of Kentucky reads as follows:

It is ordered that said defendant, his agents, clerks, attorneys, servants, and employees, and all in privity with him, be, and they are, each and all, during the pendency of this suit, enjoined and restrained from manufacturing, putting up, selling, advertising, or offering or supplying for sale any preparation or medicine under the name of "Hood's Sarsaparilla," "J. C. Hood's Sarsaparilla," "Dr. Hood's Sarsaparilla," or "Dr. J. C. Hood's Sarsaparilla," and from in any form or manner whatsoever making use of the name "Hood's," with or without any prefixes or initials, upon or in connection with wrappers, bottles, etc., as the name or designation of a sarsaparilla preparation, and from in any form or manner whatsoever making use of the word "Hood," with or without prefixes or initials, in connection with the manufacture and sale of any real or alleged sarsaparilla preparation not made by complainant.

Another interesting case cited at some length is that of the Pheny-Caffein Co., against the Hall & Lyon Co., of Providence, which suit is still before the courts. In this connection the Pheny-Caffein contract under which all their goods are sold is presented in full.

Among the other cases cited in the report is that of the Wells & Richardson Company vs. Richard Ray—United States Circuit Court, Western District, Mo. The defendant used a multi-colored illuminated wrapper with a picture of a bunch of celery, in connection with a preparation called "Payn's Compound Extract of Celery." This case was hotly defended; evidence was taken in many large cities of the United States. Defendant ingeniously excused his use of the word "Payn" as being the name of James Payn, the novelist, etc. The defendant was enjoined not only from using an illuminated wrapper and the name "Payn," but was further enjoined from using the picture of the celery head in any form or style of package in connection with any medicinal preparation as being an infringement on plaintiff's exclusive right. This is a pioneer case on the question of symbols or pictures, whether descriptive or otherwise. It establishes Wells & Richardson Company's exclusive right to the celery head.

Reports of the Board of Control.

The Board of Control presented reports at this point on various committee reports submitted earlier in the session. The following report was made on the report of the Committee on Membership:

The report of this committee is exceedingly gratifying and most complimentary to the efforts of the gentlemen who have composed it. The well-known adage that "There is nothing so successful as success," is particularly exemplified in this case. The results are particularly gratifying, because this association needs and ought to have the support of every wholesale druggist in the line. We need the financial, moral and commercial support of every wholesale druggist in the country, and to those who are now members we respectfully submit that it is unfair for them to sit down and accept the benefits of the association without contributing to its existence and continued success.

Other reports of the Board of Control submitted at this meeting are as follows:

ON REPORT OF THE COMMITTEE ON THE REVISION OF PHARMACEUTICAL LISTS.

We think all the members of this association will agree that the purpose for which

this special committee was appointed is desirable whether it is or is not practical. While the committee during the past year has not succeeded in accomplishing the object desired, as the practical result of their work they have nevertheless made an interesting start in this direction. The recommendation of the committee that a similar committee be appointed by the incoming President is hereby indorsed, and we therefore offer the following resolution:

Resolved, That the president of this association is hereby instructed to appoint a Special Committee on the Revision of Pharmaceutical Lists, to continue the work of the Special Committee appointed at our last meeting.

ON THE REPORT OF THE SECRETARY.

We are sure that all the members of our association have listened with pleasure to the report of our esteemed secretary, whose perennial youth is the source of the admiration of all his friends.

This report deals especially with two important subjects. The first treats of our relations with the interstate commerce commission. It is well known to all that one by one the safeguards which were originally proposed and adopted by the commission have been gradually demolished by decisions of the various courts until now only shreds of the original fabric exist. This subject, however, is clearly within the province of the Committee on Transportation, and to this committee we commend its careful consideration.

The second subject discussed is the manu-



W. A. HOVER,

Denver, Colo.,

Chairman Committee on Credits and Collections.

facture and free distribution by the Government of remedies for the treatment of disease. While it is true that the Bureau of Animal Industry has done valuable work in extinguishing disease and preventing its spread, we consider that its action in the line of free distribution has not only been unwise, but likewise absolutely unnecessary. We believe that this association should place itself on record in the matter. While it is true that the number of our members interested in this particular matter now is exceedingly small, still the principle remains the same. If the propriety of free distribution of medicines is once conceded, the line may be extended. We believe that American manufacturers may be relied upon to produce, in sufficient quantity, proper quality and at a reasonable price, any remedies which may be required for the successful treatment of any disease, and we likewise believe that the free distribution of such remedies is liable to discourage their use both by minimizing the importance placed upon them and also by impairing the self-respect of those who accept them. In this connection, therefore, we offer the following resolutions:

Resolved, That this association is clearly opposed to the continued free distribution by National, State or city government of any medicinal remedy.

Resolved, That in our opinion any future appropriations for the Bureau of Animal Industry should be made only with the distinct understanding that the free distribution of Black Leg Serum should be discontinued.

Resolved, That the secretary of this asso-

ciation is hereby instructed to send a copy of these resolutions to each member of Congress at the commencement of the next session.

ON REPORT OF THE COMMITTEE ON LEGISLATION.

This committee has presented us with a very full and thorough report of all matters of record affecting our interests during the year just past. It is a matter of regret that the efforts made to repeal the stamp tax were not successful. This tax is so vexatious in its character, so unjust in its operations and yields comparatively so small an amount of revenue, that it might well have been removed. In this connection we offer the following resolutions as recommended by the committee:

Resolved, That the Committee on Legislation be instructed to favor the repeal of section 20 of the war revenue law of 1898 and its dependent clauses.

Resolved, That the Committee on Legislation favors the passage of the Brosius pure food law, now pending in the United States Congress as last amended.

Resolved, That the Committee on Legislation be instructed to co-operate with the commissioners appointed to revise the trade-mark laws in favor of embodying their recommendations into a law or laws more fully protecting the interests of our members and securing more satisfactory reciprocal relations with foreign countries.

We cannot indorse the fourth recommendation of this committee. While we see no probability of any change in the tariff in the near future, we should not recommend placing opium on the free list again, as we consider it a proper subject for producing revenue.

The report of the board and the suggestions and resolutions offered in the various reports were unanimously adopted.

REPORT OF THE COMMITTEE ON PROPRIETARY GOODS.

Frank A. Faxon, chairman of the Committee on Proprietary Goods, submitted a voluminous report covering the transactions of that committee during the past year. The work of the committee involves the formulation and launching of the new plan in co-operation with the N. A. R. D. along the lines laid down by the resolutions adopted at the Niagara Falls Convention of the N. W. D. A. A brief history was given of the steps leading to the issuance of the circular of March 31 announcing the definite formulation of a plan for the handling of proprietary preparations. The circular in question was given and an entire history of the movement, which is already familiar to our readers, was presented. The season of inactivity which lasted up to August 1 was brought to a close by a circular of that date announcing the positive inauguration of the plan. The president referred to the notable additions to the list of proprietors who have agreed to follow out this plan in the distribution of their goods. The chairman commented upon the failure of the Wells & Richardson Co. to co-operate with the committee, notwithstanding the fact that they had been one of the original five who had indorsed the plan.

The Tripartite Plan.

The chairman directed attention to the fact that the new list of jobbers numbers only eleven more than did the list arranged by the N. W. D. A. Continuing he said:

It is hoped that the tripartite plan may greatly modify, if it does not cure, existing evils. It ought to prove a valuable arrangement. It is certainly an advantage to the proprietor to deal direct only with his wholesale agents; and since the great army of retail distributors demand that he do this, there should exist in his mind no doubt of its policy. With 400 wholesale distributors located throughout the country he is assuredly guaranteed a full and free circulation of his products. To the proprietor the plan ought to be especially satisfactory.

The jobber, so long as the present plan is operative, is relieved from the competition of buying clubs, which have of late been springing into existence in many of the larger cities, and he has practically assured to him the sale of proprietary articles to most of the large buying retailers. The ninety and nine fair price retailers say to the wholesaler, "We will pay you full prices for proprietary goods and buy them all of you if you will protect us from the one who is demoralizing trade and undermining our business, and we will take it upon ourselves to designate the one." They thus take the real responsibility of the plan upon themselves. The plan is the retailers' plan. They started it. The jobbers indorsed it and the proprietors accepted it. The retailers are pledged to its success and only ask our co-operation. This should be all the more readily given, for in helping them we help ourselves. Our retail friends are now, it would seem, in possession of means to greatly modify the ills that afflict them. They have been urged to organize. They have organized. In their hands is now a weapon to be used in their own defense. May they use it wisely and well.

The proprietors who have adopted the new plan are, to the extent of a large majority, unquestionably in sympathy with it, and they will be loyal to it. Some, it is true, find it a little difficult to decline orders from retailers whom they formerly recognized as jobbers, but if each and every proprietor had an expected list the purposes of the plan would be speedily defeated. The main value of the plan is that the list of distributors is definite and uniform. This is what the jobber has long wanted, and it is what the retailers now demand.

The rebate plan would be safer if each individual wholesale druggist in the country made it a part of his business to see that it was maintained. Too much confidence is placed in the ability of the Proprietary Committee to keep it inviolate.

The Membership of the Association.

Of the 400 jobbing druggists in the United States less than half are members of this association, and of those who are members only about one-fourth attend our annual meetings. Every jobber should keep in touch with the work of this organization. He should be a part of it and do his share of work like a man. He should think it unworthy to reap where others sow. What a power there would be in an association of 300 or more members, all keenly alive to the issues involved, and all meeting for mutual consultation and suggestion once every twelve months. Every member of the N. W. D. A. would do well to consider himself a committee of one on membership and strive to make the list of members what it ought to be. Experience shows that a drug jobber is more effective in the work when in the association than on the outside.

The Rebate Plan

was born of necessity. It has existed for two decades and its protective features were never needed more than now. We are giving away our boxes and we are not charging for cartage. The rebate plan is about all that is left. . . . That the plan is a good one for the proprietor there can be no doubt. Leading manufacturers have repeatedly said that it was. It has been, to a large extent, the life of the proprietary medicine business. Jobbers will never again consent to handle proprietary goods at cost or less than cost, as they did twenty years ago. The destruction of the rebate plan would mean a revolution in the so-called patent medicine business.

The situation at this time is one for encouragement, as evidenced by reports from members of this committee in widely separated districts. . . . The rebate plan is not perfect; no human thing is. The chairman of the committee has never expected to see conditions better than they now are. His hope has been that they would become no worse, and to this end he has directed his best efforts. Many troubles are reported to him that ought to be cured locally. A distant jobber will send a complaint a thousand miles when it ought to go no further than the next block. From sections where active local organizations exist but few complaints reach the chairman. This is the way it should be. Every jobber should belong to a local association, and he should count it time well spent in attending a meeting of his neighbors every month, or oftener if necessary.

We hear of freight allowances, equalizations, etc. This is a pernicious custom and surely not in accord with sound business principles. It is a most disreputable method of evading the letter and spirit of rebate contracts.

The habit of

Dividing Quantities

with neighboring jobbers has grown and is susceptible of endless abuse. We should get the rebate plan to its original status.

One element of weakness in the plan is a belief in violations that never occur. Traveling men, with all their excellent qualities, are prone to believe hard things of the "other house." One traveler reported an invoice of rebate goods, billed at proper prices, on which he said was stamped the words "Please send us freight bill on receipt of goods." A letter-press copy of this particular invoice gave a different meaning, for it read: "This shipment is due at your freight depot May 23d. If you do not receive the goods by that time please mail us freight bill upon arrival of goods."

Another report was that an agent for a rival house had mailed advance cards upon which was written "Freights prepaid." A careful examination of one of the cards in question showed that the words were not "Freights Prepaid," but "Drugs and Perfumes."

Still,

Violations

do occur, and it has been the untiring effort of this committee to secure proofs of them. It is hoped that those proprietors who, in their contracts, make use of the phrase "Should complaints reach us that parties violate these terms, or we have reason to be-



J. F. QUEENY,

Chairman Committee on Adulterations,
N. W. D. A.

lieve that they have done so, we shall exercise our right, whenever we are satisfied that these terms have been violated, to decline the orders of parties who have failed to maintain them," will require no stronger proof than indicated in the clause quoted.

There are houses that have failed to recognize that trade has become localized, not because of the rebate plan, but as the inevitable result of growth and enterprise. The tendency is ever in that direction; and wherever a jobber scrambles for trade that is more quickly and cheaply supplied from elsewhere there the rebate plan is in danger.

If the present tripartite plan does not result in a satisfactory control of rebated articles, the committee would again urge that the rebate on leading proprietary articles be withheld for a period of three months. In the opinion of the chairman we will in the end come to this, and when we do the rebate plan will be on a stronger base than it has ever been.

The fears expressed a year ago that the increase in annual dues would greatly reduce our membership have proven groundless. The association is at this time nearly as large as it ever was, but the membership roll should be much longer when we meet in the new century.

The services of Mr. Holliday during the year now closing have been wholly satisfactory. He has found much important

work to do, and has proven himself the right man in the right place. Secretary Toms has had much experience in the work, and this, in connection with superior natural qualifications, makes him a most valuable assistant. The retiring chairman is pleased to express his sense of obligation to them both.

M. N. Kline made the suggestion that instead of this report taking the usual course, and referring it to the Board of Control, the association go into executive session and proceed to its discussion, but President Frisbie ruled otherwise, stating that under the constitution the report must first be referred to the Board of Control, and he so ordered.

Mr. Shoemaker, chairman of the Board of Control, stated that, knowing the importance of the report, he would recommend that the matter be referred back to the association in executive session, in accordance with the suggestion of Mr. Kline. There being no objection, the recommendation was adopted, Mr. Kline stating that his motion contemplated that the members of the Proprietors' Association and the representatives of the retailers present who were not members of our association were invited to take part in the executive session.

In executive session the report of the Committee on Proprietary Goods was discussed by Messrs. De Witt, Carter, Jones, Faxon, Schneider, Kline, Holliday, Lange, Eliel, Sharp and Peter, after which Mr. Kline made the following motion:

With the discussion which we have now had I make the following motion: That the report and discussion be referred to the Board of Control for their action and to be reported back to us.

The motion was seconded and unanimously adopted. The sitting was then adjourned until 10 o'clock a.m. Thursday, September 20, 1900.

THURSDAY'S SESSION.

The meeting was called to order by President Frisbie on Thursday morning at 10 o'clock, and the first business taken up after the minutes of the previous sitting had been read and approved was the report of the Auditing Committee on the annual report of Treasurer Strong, whose accounts were found to be correct. Chairman Shoemaker, of the Board of Control, was then called upon for reports of his board on the various committee reports submitted at a previous session. Favorable reports were presented on the reports of the Committee on Drug Market, and the Committee on Commercial Travelers. Concerning the report of the Committee on Paris Green the board offered a resolution favoring putting this article on the rebate schedule. The resolution was adopted by the association. Other reports passed upon by the board at this session was that of the Committee on Trade-Marks and that of the Committee on Transportation, all of which were adopted.

Report of Fire Insurance Committee.

The report of the chairman, Daniel Myers, of the Committee on Fire Insurance, showed that the fire loss in the United States and Canada the first six months of 1900 was \$115,903,000, as against \$77,126,150 in 1899 and \$67,166,850 in 1898. An increase of fire loss over last year for the first six months of almost forty million dollars

and almost fifty million dollars more than the first six months of 1898.

This meant gross and criminal carelessness somewhere. The law of equivalents was inexorable. Consequently insurance rates would be advanced, and it behooved the members more than ever to look sharply after the physical fire hazard of their establishments and to enforce with military discipline rules and regulations to prevent fires, so that by their word they might be able to show themselves entitled to reasonable and equitable rates. A wholesale drug house should be swept up daily from cellar to garret.

"Don't scatter your policies in small doses," continues the report, while other maxims it contains are: "Don't turn your insurance over to brokers," and "Don't rely wholly upon automatic sprinklers for protection."

After dwelling upon the value of co-insurance and the extra precautions the use of electricity makes imperative Chairman Meyers tells of a four-page letter from one of the oldest and largest firms in the trade which gives in detail their system, and recommends that, as the firm never had a loss by fire, its letter be printed in pamphlet form and mailed to each member by the incoming committee.

The report of the Committee on Fire Insurance was referred to the Board of Control.

The report of the Nominating Committee was brought in at this juncture by W. A. Hover, chairman. The following nominations for officers to serve during the ensuing year were offered, and after the usual formalities all were elected. The new officers are:

President—William J. Walker, Albany, N. Y.

First Vice-President—Frank S. Churchill, Burlington, Ia.

Second Vice-President—Frederick M. Robinson, New York city, N. Y.

Third Vice-President—E. C. Smith, St. Joseph, Mo.

Fourth Vice-President—H. W. Williams, Fort Worth, Tex.

Fifth Vice-President—C. F. Michaels, San Francisco, Cal.

Secretary—A. E. Merriam, Chicago.

Treasurer—S. E. Strong, Cleveland, O.

Board of Control—J. O. Fox, chairman, Atchison, Kan.; James McCord, La Crosse, Wis.; F. L. Carter, Boston; M. Carey Peter, Louisville; L. B. Hall, Cleveland.

For the Committee on Time and Place of Next Meeting, Charles F. Weller reported in favor of Montreal, and the date September 2, 1901.

The report of the special Committee on President's Address was presented by D. R. Noyes.

Chairman Faxon, of the Committee on Proprietary Goods, submitted the following supplementary report on the firm of Wells & Richardson Co., who had been scored in the reports both of the Executive Committee of the N. A. R. D. and the Proprietary Committee of N. W. D. A. for their action in ignoring the communications of the respective officers of these committees, which announces the intention of this firm to sign the proprietors' agreement. The report presented by Mr. Faxon read as follows:

To the National Wholesale Druggists' Association:

The Proprietary Committee desires to make the following supplementary report: The telegram quoted below was received by the committee's chairman on yesterday evening: "Burlington, Vt., Sept. 19, 1900.

"Our president and treasurer have arrived to-day from Europe. We have decided to sign proprietors' agreement.

"Wells & Richardson Co."

Respectfully submitted,

Frank A. Faxon, Chairman.

C. F. Shoemaker presented various recommendations on behalf of the Board of Control. In commending the work of the Committee on Suits against Members and recommending the adoption of the resolutions presented by that committee, the Board of Control proposed the passage of a unanimous rising vote of thanks to M. N. Kline, which was at once adopted and the vote passed. The report of the board on the report on Fire Insurance was adopted, after which Chairman Shoemaker read the following resolutions on the report of the Proprietary Committee:

Resolutions Submitted by Board of Control on the Report of the Committee on Proprietary Goods.

1. Resolved, That we reaffirm the action of the association a year ago expressed in the following resolutions:

"Resolved, That as it is as much for the interest of the manufacturer as the jobber that the contract plan should be continued, the active interest of both the manufacturer and the jobber should be secured.

"Resolved, That the strength of the con-



FREDERICK SCHNEIDER,

Of Troy, N. Y.,

Chairman Committee on Fraternal Relations.

tract system lies in the manufacturers adhering to a recognized list of wholesale distributors, to whom sales at their largest quantity discount should be restricted.

"Resolved, That the chairman of the Proprietary Committee be requested to secure the acquiescence of each proprietor who sells his goods on the contract plan to such a list.

"Resolved, That the chairman of the Proprietary Committee be given control of sufficient funds to investigate all reported violations of rebate terms, with power to take such action as may be proper in the premises.

"Resolved, That the recommendation made in the report that the rebate on leading proprietary articles be withheld for three months be favorably recommended for consideration, provided the other work contemplated by the committee does not result in a more thorough control of rebated articles."

2. Resolved, That the thanks of this association be extended to those proprietors who made the tripartite plan possible by the ready acceptance of the conditions of the same.

3. Resolved, That those proprietors who have as yet neglected to accept the new plan be respectfully urged to do so at an early date.

4. Resolved, That it is the urgent recommendation of this association that every wholesale druggist in the country, in or out of this organization, co-operate in every reasonable manner with the retail trade in its efforts to secure protection by the operation of the tripartite plan.

5. Resolved, That the Incoming Proprietary

Committee is hereby instructed to issue a revised edition of the Rebate List at the earliest practicable time.

On motion the resolutions were adopted as a whole by a unanimous vote. After some further routine business, including presentation of reports of Board of Control on Deceased Members report, Committee on Fraternal Relations, Paints, Oils and Glass, and Committee on Adulterations, Frederick Schneider, of Troy, N. Y., offered a resolution favoring the advancement in rank of the pharmacists in the Government service, which was referred for favorable action to the Committee on Legislation.

It being the custom to elect the chairman of the Committee on Proprietary Goods in open meeting, F. A. Faxon nominated C. F. Shoemaker for the office and he was elected by acclamation. M. N. Kline moved a rising vote of thanks to Frank A. Faxon for able administration of the committee's affairs, which was adopted, Mr. Faxon expressing his appreciation in well chosen words tinged with feeling.

There being no further business to come before the meeting the session was adjourned to meet on the steamer "Manitou" on Friday.

The business meeting held on the steamer "Manitou" en route to Milwaukee was exceedingly brief, nothing being transacted beyond the passage of resolutions of thanks offered by D. R. Noyes to the Entertainment Committee for their efforts in so well taking care of the excursionists.

ENTERTAINMENT.

The Banquet

was given in the Auditorium on Thursday evening, September 20, when full justice was done to the following excellent

MENU:

Consommé	Blue Points.	
Turban of white fish,	Sauterne.	
Potatoes fondant.	Cucumbers.	
Tenderloin of beef.	Moderne, Claret.	
Stuffed tomatoes.		
Sweetbreads en caisse,	Théodora.	
French peas.	G. H. Mumm's Extra Dry.	
Sorbet Montmorency.		
Roast Philadelphia squab on toast.		
Lettuce salad.		
Fancy ice cream.	Assorted cakes.	
Liquors.	Apollinaris.	
Cheese.	Fruit.	
Coffee.	Cigars.	

With the arrival of the coffee came the speechmaking, Thomas P. Cook, of New York, filling the pleasing office of toastmaster with noticeable ability. The list of toasts follows:

"The Mirth Cure," Dr. Frank Crane; "The National Wholesale Druggists' Association," Wm. J. Walker; "The Proprietary Association of America," V. Mott Pierce, M.D.; "The Flag," Edward C. Frisbie; "Let Us Take Our Medicine," Senator John M. Thurston; "The Pharmaceutical Press," Joseph Helfman; "The Ladies," M. Carey Peter. Retiring President Frisbie made a most patriotic address. He had distributed 200 large American flags of silk and at a signal these were waved while every guest arose to his feet amid expressions of the utmost enthusiasm.

The menu cards, which were furnished with the compliments of the American Lithographing Company, of New York and Chicago, represented the very top knot of perfection in lithographic and half-tone work. Caricatures after the famous work of "Spy"

of fourteen of the leading members of the association. President Frisbie was shown wielding the gavel and wearing a more determined look than is even usually characteristic of him, while Local Secretary of Arrangements Clarence G. Stone was represented as an angel inscribing names in a book over the caption "There's No Companion Like a \$10 Note." E. C. De Witt was seen seated on the edge of a bed bearing a lighted candle in hand, and the inscription read, "An Early Riser." (Mr. De Witt is the manufacturer of "De Witt's Little Early Risers.")

THE BANQUET AT MILWAUKEE.

The banquet at the Plankinton House, at Milwaukee, was attended by fully 200 of the delegates and by their wives and daughters to the number of 100 more.

Joseph R. Kathrens, manager of the "Best Tonic" department of the Pabst Brewing Co., acted as master of ceremonies, and the menu, which was most elaborate, was done full justice to. After a brief address Mr. Kathrens, in the absence of Mayor Rose, introduced

Gen. Joseph B. Doe for a few welcoming remarks. The response was made by Frank A. Faxon, of Kansas City. He was followed by the well known funny man, Ex-Gov. George W. Peck.

"I ran a newspaper for twenty years," said Governor Peck, "and I tried to get patent medicine advertisements, but without success. Now if I could have had this crowd before I might have been a rich man to-day. We have in this city the Pabst sanitarium, which you visited to-day, and we all swear by the 'hop' cure which is there provided. Don't take too strong a dose, however, not more than an 'eighth' a day. A Chicago man came here once and over-did it; but that is the only case on record."

The Governor then detailed the various attractions of the city, and closed by inviting all to move to Milwaukee to help swell the population above the 300,000 mark.

The last speaker of the evening was J. C. Ellet, of the Lyman, Ellet Drug Co., of Minneapolis, and after his remarks the banqueters tried to steal a few hours' sleep before resuming the lake trip back to Chicago.

practice. Every druggist is greatly interested in the welfare of his business. If he has worked hard and energetically to build up a business in his locality, when any one, no matter for what cause, attacks the reputation of that business, it is a stigma to him and he does not approve of it, and certainly protests in every way possible. We, as retail druggists, particularly the N. A. R. D., recognize the proprietor in exactly the same light. He has, through years of study and careful manipulation, compounded or prepared an article which he places on the market at a great expense in advertising, and his reputation is at stake with that article. Consequently the N. A. R. D. is on record as being opposed to retail druggists throughout the country presenting for sale some articles of their own or other make in opposition to these well known proprietary preparations when they are called for by the customer. We believe that, in justice to the proprietor who sees his reputation at stake in this preparation, it should be upheld, and that when these articles are called for the retail druggist should sell them without comment.

The National Association of Retail Druggists at its last meeting in Detroit reaffirmed the stand it had heretofore taken regarding what is commonly called the substitution of proprietary preparations by resolution declaring to the retailers of the country that the national association was opposed to such practice and recommending to them that they give to the proprietors the same consideration that they have given to us, their agreement to meet us in this controversy and by logical and careful consideration enact a process by which all will have benefit, and all will stand on a common plane.

"AWFUL TO HAVE ALKALI IN YOUR SKIN."

Former President Simon N. Jones made one of his characteristic speeches. He intimated that he had some requests to make which he considered not unreasonable. He said:

The retailers of this country feel that the advertising of proprietary goods at a price that is lower than that fixed by the proprietor himself has been detrimental to his interests; has fostered substitution; has fostered the sale of goods that were not legitimate; has fostered the accumulation of capital by people who really ought not to have had it. Take the department stores, for instance. One or two of us walked into a store yesterday and a lady came in and wanted Pear's soap. The saleslady said: "Why, you don't need Pear's soap. You have got too much alkali in your skin. You want some other soap." (Laughter.) Of course, the moment she told the lady she had alkali in her skin she was ready to drop dead. Mr. McIntyre, the old Pennsylvania statesman, says: "Ain't that awful? Ain't that terrible to have alkali in her skin?" He is the "easiest thing" in the world, you know. The scheme worked so smooth that they got twenty-five cents for something we would have sold for a nickel, and been glad to get the nickel.

The reply to the representation of the retailers was made by E. C. De Witt, after which Henry Miles, vice-president of the Proprietary Articles Trade Association of Canada, was introduced, and addressed the meeting. As a matter of interest to the members he touched on certain phases of legislation which has recently been passed in Ontario, saying:

CANADIAN FORMULA ON THE LABEL LAW.

I may say that the points I refer to are, in the first place, legislation as proposed in the Province of Ontario, obliging every preparation sold in the Province of Ontario to give the formula and pay the sum of one thousand dollars on each and every article, and submit all advertising done. That is just briefly the proposition of this law.

The Canadian Association fought this at the last session of the Ontario Legislature, and we have arranged to put up a pretty strong opposition to it when it will come up probably in November again. We want in this matter—at least the members of our association thought it would be well to say a word here to-day, because we want your assistance. We want more assistance than we get from the Proprietary Association of America. A number of your members are members of the Canadian Association, but I think it would be well, in view of matters of that sort coming up in that country, if we

Proprietary Association.

PROCEEDINGS OF THE SEMI-ANNUAL MEETING.

The semi-annual meetings of the Proprietary Association partake largely of the character of conference meetings with the wholesalers in attendance upon the annual meeting of the N. W. D. A., and such committee reports as may happen to be presented are volunteer papers.

The opening session of the semi-annual meeting held in connection with the Chicago convention of the N. W. D. A. was convened on Wednesday, September 19, at 11 o'clock a. m. in Parlor 4 of the Auditorium Hotel by President V. Mott Pierce. In calling the meeting to order President Pierce explained that no reports would be presented by committees, unless one of the chairmen cared to volunteer something. He stated that representatives of the retail and other associations were present and would be heard from.

The first business taken up was the adoption of an amendment to the constitution, and was explained by Treasurer H. B. Harding, who said:

"This proposed amendment pertains to the treasurer. I suppose when you received the notice that there would be a change in Article IV of the by-laws most of you imagined that dues would be going up. That don't happen to be so at this time. Article IV reads: 'When any member shall have failed to pay his dues to the association by May 1 of any year, the treasurer shall notify the secretary of the fact,' &c.

"That rule was made when our annual meetings were held in the fall, but they are now held in May, so that the way this reads now nothing can be done with delinquent members for eighteen months. And I ask that that be changed to read, 'When any member shall have failed to pay his dues to

the association by April 1 of any year, the treasurer shall notify the secretary of the fact.' Simply that one date changed, the remainder of the article to read the same as at present. I make that as a motion, that Article IV be changed to read 'April 1,' instead of 'May 1.'"

The motion was seconded by Mr. Chamberlain and unanimously adopted.

President Pierce then announced the presence of President W. C. Anderson, of the National Association of Retail Druggists, who addressed the meeting in part as follows:

I can assure you that we bring to you the cordial and fraternal greetings of the National Association of Retail Druggists. I thought when I spoke yesterday before the National Wholesale Druggists' Association that I was speaking to a joint meeting of that association and the Proprietary Association of America, and consequently outlined to a great extent what I believed was the policy of the National Association of Retail Druggists, and what I believed was for the best interests of all concerned—proprietors, wholesalers, manufacturers and retailers.

AS TO "SUBSTITUTION."

President Jones, of the N. A. R. D., has been selected to bring before you to-day some matters which, perhaps, I failed to touch on yesterday morning; but I believe that it is my duty as president of the association to touch upon just one point which it appears to me is vital in the minds of the proprietors, and that is what is commonly known or called by them "substitution." This word is objected to to a certain degree by the retail druggists; but you may call it substitution, you may call it illegal or unjust practice, as you please. The facts in the case cannot be avoided, that the cutting of prices has led the retail druggist to a certain extent into the practice of presenting for sale other goods than those manufactured by the manufacturer or proprietor when his goods are called for. It has been done, as we believe, for self protection, and not with any intent to injure. But we recognize as a national association that the proprietors have just cause of complaint in objecting to such

could have some more of your members join us.

The sitting adjourned after a response by George L. Douglas, attorney of the association.

The Request to Newspaper Publishers.

Acting on the suggestion made at the meeting of the National Association of Retail Druggists the preceding week in Detroit, E. C. De Witt, chairman of the Executive Committee, introduced and had adopted resolutions as follows:

Whereas, Since the agreement of the three associations for the regulation of price cutting on proprietary medicines in St. Louis in 1898, proprietary interests have received many evidences of the good will of the retail drug trade; and,

Whereas, The National Association of Retail Druggists in session in Detroit, Sept. 14, 1900, adopted a resolution—

"That manufacturers of medicinal preparations should request the public press to refuse to publish advertisements of such preparations offered by others than the maker, at prices below those fixed by the maker. That such cut prices are never advertised except in the case of articles made widely familiar to the public by extensive and costly advertising on the part of the manufacturer, and on which preparations the price fixed by the manufacturer has come in public estimation to be recognized as a standard. That we believe the public press, which receives the money of the manufacturer, is mutually interested to protect the integrity of the

preparations of such manufacturer against the assaults through its columns of avaricious tradesmen, who seek to reap a benefit for which they return nothing, and which action on the part of such tradesmen injures the reputation and diminishes the sale of such preparations, and tends to destroy the legitimate proprietary and drug business."

The Proprietary Association of America wishes to express its cordial appreciation of this action as being a further proof of a spirit on the part of the retail drug trade to protect the interests of proprietors: Therefore, the co-operation of the press is earnestly desired by this association, to co-operate with them in discouraging the demoralization of proprietary and drug interests of the United States as above stated.

Be it Resolved, That the association heartily approves the suggestion embodied in the resolution of the N. A. R. D., and strongly commends it to the favorable consideration and action of our members as a policy calculated to diminish the practice of price cutting on proprietary medicines, and protect the reputation and sales of such products.

Resolved, That the Proprietary Association of America congratulates its members and the drug trade at large upon the action of so many members of the association in selecting a uniform list of wholesale distributors of their goods, to which list they are now confining their jobbing sales at best prices; and it renews its assurance of earnest desire to promote by every equitable means the just commercial rights of the retail druggist.

The foregoing represents the principal business transacted. The election of officers takes place at the annual meeting in New York next May.

at that time would mean confidence and dollars in the future.

There is one other evil the retailer is sometimes accused of doing—that is, substituting in prescriptions.

Criminal Substitution.

The life of the patient is in the hands of the physician and the druggist, and for the latter to use any article in place of the one called for should be regarded as criminal. The good-will and confidence of the druggist's best friend—the physician—is not only lost, but the public's also.

It sometimes takes years of patience and toil for a druggist to reap his reward—"a good name"—but by constant attention, conscientiously striving at all times to do his duty faithfully and honestly, the time will come when he can go hand in hand with the minister and the family physician, and his advice and counsel will be sought after for all ills and ailments, together with the troubles that the dear public are heirs to. Then is his success assured.

W. Bodemann,
Chicago.

Member of the Illinois State Board of Pharmacy.

Fritz Reuter says: "Manure is the farmer's soul." It is equally true that substitution is hell to the pharmacist. According to tests made in this city, over 50 per cent. of the trade supplied to their customers fraudulent Fairchild's Essence of Pepsin, Listerine and Pond's Extract, and it is to be regretted that the firms so injured did not push the matter of damages to the limit.

Sell the Genuine "Fake."

No matter what kind of a glaring fraud a certain fake patent medicine may be, if the pharmacist sells such a fake he must sell the genuine fake and not the imitation. I am sorry that the present pharmacy law makes substitution such an uncertain quality, inasmuch as we must prove wilful adulteration.

If we find a tincture of iodine short of iodine and long of wood alcohol, it does not need moral proof to establish substitution, but legal proof requires evidence of wilfulness. We found a number of grocers selling adulterated borax, notified these grocers of the fact, and when a few weeks later they were found to keep on selling the mixed article at a price the druggists cannot even purchase pure borax for, we prosecuted and fined the grocers, simply because we were in a position to prove that we gave them notice of the adulteration.

Grocers Learned a Lesson.

The result was that the grocers quit the traffic altogether, and the consumers now go where they should go, to the druggist.

A pharmacy law that does not protect the honest, law abiding pharmacist against the dishonest pharmacist and other substituting and adulterating enterprising merchants, is a very poor excuse for a law, and should be so administered as to give the best possible protection to all honest pharmacists that comply with the law.

Law That Protects Wanted.

That's law, that's sense, that's protection, and I for one don't give a fig for a law that does not protect competent

Pharmaceutical Substitution.

ITS CAUSES AND ITS EFFECTS.

Views of Leaders in the Trade—Decline of the Practice—Salutary Influence of the N. A. R. D. Movement—Cordial Co-operation of all Three Branches of the Trade Bringing About its Discontinuance.

W. A. Rumsey,
Philadelphia.

It has always appeared to me that the word substitution, as applied by the manufacturer of proprietary remedies to the action of the retail pharmacist, has been unjust and misapplied.

A druggist would be a "substituter" only when he would deceitfully and unbeknown to the physician give him an article other than the one called for.

Real Substitution.

For example, supposing we take a child who has been sent to the store by its mother for a proprietary remedy which I had in stock, and I should send back by this child one of my own preparations. Then I would be guilty of substitution. But supposing the mother came herself, and inquired if the article requested was good, or whether I could recommend something better—then I would be justified in selling her my own preparation. I would not be a substituter in this case, because there can be no substitution where the purchaser knows what he is receiving.

I remember some twenty years ago, when employed in one of the large Chestnut street stores, that full prices were obtained for all preparations, and at that time the retail druggist had few remedies of his own. But later on, when certain stores used to sell known remedies, selling them at cost as leaders to draw trade, then it was that the cut-rate evil had its inception, and everything in the way of proprietary remedies was eventually cut, and profits

gone. Then the cutter and the retail druggist started to keep a full line of their own preparations, and non-secret remedy houses sprung up to supply the demand that was naturally created for this class of goods.

"Our Own Preparations."

I know of one large cut-rate store where the worth of the employee was gauged by the number of "our own preparations" forced upon the customers who called for other remedies.

At the present time, owing to the good feeling existing between the manufacturer, jobber and retailer, and the desire of all concerned to act in harmony to better existing conditions, I believe the above evil has greatly decreased, and from information obtained the retail druggists to-day are selling what is called for, unless something better or advice is asked for, and I believe the manufacturers could do nothing better for their own cause than to adopt the plan already adopted by the N. A. R. D.—compel the selling of their preparations at full retail price.

Good Name of Retailer at Stake.

There is one thing the retailer must guard against in selling his own remedies—they must do and be just what he claims for them, otherwise his good name will be at stake. And I believe at times, in justice to a customer, they should be dissuaded from buying any remedy, either the druggist's or proprietor's, but should be directed to their family physician. The loss of a few cents profit that might have been made

clerks and proprietors against the encroachments of incompetent interlopers and adulterating freebooters. Our Illinois Pure Food Law is evidently drafted so as to enable the State to prosecute Cheap John grocers who sell vanilla extract that has no more connection with vanilla beans than just the name, but the beans have never been there.

Simon N. Jones,
Louisville, Ky.

President of the National Association of Retail Druggists.

It is my belief that substitution in the strict application of the term is not practiced to any very great extent—in fact I question if any retailer who has any business or reputation would risk it, even if so inclined—especially in filling prescriptions or in meeting the ordinary calls for medicines that might possibly be considered outside of the limit of what are generally recognized as patent or proprietary medicines, those that are not advertised to the public but are prescribed by physicians, and in this way become known to the people. I believe this is true, even of the "aggressive cutters."

Cutters as Substituters.

But when it comes to a demand for the standard proprietary remedies these last named gentlemen are past grand masters at the art of substitution, so much so that it is doubtful if 20 per cent. of their patrons leave their stores with the article they called for or intended originally to purchase.

Using Proprietaries as Bait.

The department stores keep up their end in this business with equal success, and it is a well-known fact that both of these classes advertise their standard goods at cost or less, solely with this end in view.

These two classes of dealers are the greatest enemies of the proprietor and jobber, and the ever present foe of the retailer. The method of their success is known of all men; it is not the dear public that gives them any concern; it is not the great desire to be philanthropists, the friends of the poor, etc., it is their sole desire to get rich upon the wreck of their fellows, and any means justify the end so far as they are concerned. It is they who have made it possible for the entire retail trade to be blamed, and to be accused of "substitution" to so great an extent.

There is no question that in an endeavor to compete with these people many an honest retailer has been unwillingly forced into their methods, not from a desire to do but as a matter of self protection, and as a means of making a living. The enormous output of the so-called "non secrets" during the last ten years shows plainer than anything else the harm that has been done the proprietors through the demoralization of prices.

A Kindlier Feeling Among Retailers.

During the past twelve months I have had the pleasure of meeting hundreds of retailers, and I feel satisfied that there is a more kindly feeling—a desire to co-operate—a willingness to act more fairly toward the other branches of the drug trade than has been evidenced in previous years. The manifest desire of the proprietors to do all that they can to afford protection to the retailer and

to restore retail prices is very generally appreciated, and if the plan we are now working on should prove successful the future looks very bright for them.

It is my opinion that the opportunities for "substitution," even in patent medicines, are becoming less frequent. The average retailer does not have sufficient demand for many of the "patents" advertised to the public to justify him in stocking these imitations, hence he sells the standards or none. But there is not an aggressive cutter or department store in this country that does not keep in stock a substitute for every proprietary remedy for which there is any demand and with the aid of cunning and expert salesmen they divert 80 per cent. of the demand for the genuine article. There is where the profit comes to them, and if it was possible to "shut off" these supplies of standard remedies, so that they could not be used for advertising purposes, better conditions for the retailer would come.

R. Dickinson,

Of Hazard, Hazard & Co., New York City.

First-class, legitimate druggists never dream of putting up anything but that which a customer orders. It is beneath their dignity and at the same time it is not honest. In a certain class of stores I am told that the system prevails, the news coming from clerks who have been employed in such places or who have heard of the system. The cause of it all is very simple. Prices are cut down so that profits are infinitesimal, and the druggist must do something to avoid bankruptcy.

Here we strictly avoid even the suspicion of substitution. There is one strict rule. If we haven't got a thing, the clerk is told, get it!

That there must be substitution in the make-up of prescriptions we learn from personal experience. If a man comes in here to get a prescription filled, and expresses surprise at our price, saying that he gets it filled regularly elsewhere at a certain figure, sometimes less than the actual cost price of the standard drugs that ought to be a component part of the preparation, we realize that he has been buying where low grade drugs, or drugs other than those named in the prescription have been given him. The tendency to cut rates, therefore, has brought about a condition of affairs neither right nor just nor honorable.

As for filling any part of a prescription with drugs other than those the doctor orders, that is never done here without the doctor's consent. If that is obtained it is different.

There is but one remedy for the evil. Every one who has the interests of his profession at heart should see that it is not tolerated for an instant. Take as your motto: "Be strictly honest to yourself, the doctor and the patient," and you will never give what is not asked for.

Phenyo-Caffein Co.,
Worcester, Mass.

We have to confess that we are far from enthusiastic as to the hoped-for benefit to be derived from limiting sales of proprietary goods to the "listed wholesalers." We limited our sales for several years to wholesalers that had signed a contract with us not to sell to the cutter. The cutters, however, had

no difficulty in obtaining our goods direct from the wholesalers under contract to us. Until the cutting jobbers of Boston, Cincinnati and elsewhere can be kept from getting supplies it would hardly be fair to other jobbers to prohibit them from selling cutters.

Prosecute the Cutters.

We have done some experimenting on our own account, and have come to certain conclusions that we should be pleased to have some one prove incorrect. We are working on another tack at present, believing that it is best to allow wholesalers to sell to cutters with notice of the conditions of sale, and then prosecute the cutters if they cut the price.

We have obtained a decision in our favor from the Superior Court of Massachusetts, based on the foregoing premise, which, if sustained by the Supreme Court, will make a precedent as to the validity of our plan that ought to incline members of the P. A. A. to sell with price restrictions.

The English Plan.

The cut-off idea has been tried and it may be well enough to try it again. In England the Proprietary Articles Trades Association publishes a "Protected List." The price restriction idea applies to all the articles listed, and a fee is charged for protection purposes, that is denominated a "Defense Fund." It has seemed to us that the English plan is nearer the "goal of endeavor" than the plan of the allied interests of America.

We would define substitution, in a commercial sense, as an effort to sell one preparation when another is called for. Price cutting, in our opinion, is the reason why it has become so general. It seems to us that there is some disposition on the part of manufacturers to do what they can to protect retail prices, but the tendency on the part of the retailers is to push their own goods until the manufacturers stop cutters from cutting.

Publish Violations.

In our opinion the solution of the problem must be worked out by the manufacturers either individually or by the Proprietary Association. The co-operation of the wholesale and retail trade should be requested. The conditions of sale should be plainly stated, and compliance therewith required, and violations of agreements should be published in trade publications or forfeits demanded. Surely a more radical course must be pursued than heretofore or nothing will be accomplished.

(Continued on page 39.)

N. A. R. D. Committee Appointments.

At a meeting of the Executive Committee of the N. A. R. D., after formal adjournment in Detroit, the following committee chairmen were chosen: Executive Committee, F. E. Holliday, Topeka, Kan.; National Legislation, J. C. Gallagher, Jersey City, N. J.; Commercial Relations, Wm. E. Bingham, Tuscaloosa; Trade Marks and Patents, L. C. Hopp, Cleveland; Pharmacy Laws, W. G. Markell, Pittsburg, Pa.; Transportation, J. F. Guerin, Worcester, Mass.; Audit, H. F. Hassebrouck, St. Louis, Mo.; Form of Organization (chairman not selected).

National Association of Retail Druggists.

THIRD ANNUAL CONVENTION AT DETROIT.

OFFICERS FOR 1900-1901:

<i>President</i>	WM. C. ANDERSON	Brooklyn, N. Y.
<i>First vice-president</i>	JAMES W. SEELEY	Detroit, Mich.
<i>Second vice-president</i>	JESSE L. NELSON	Jackson, Tenn.
<i>Third vice-president</i>	FRANK L. WAY	Manchester, N. H.
<i>Secretary</i>	THOMAS V. WOOTEN	Chicago, Ill.
<i>Treasurer</i>	CHARLES T. HELLER	St. Paul, Minn.
	F. E. HOLLIDAY	Topeka, Kan.
	D. E. PRALL	Saginaw, Mich.
<i>Executive Committee</i>	SIMON N. JONES	Louisville, Ky.
	ALFRED DELANG	Cincinnati, Ohio.
	A. TIMBERLAKE	Indianapolis, Ind.
	JAS. C. PERRY	Philadelphia, Pa.



SIMON N. JONES,
Louisville, Ky.,
President of the N. A. R. D.

THE work of the Association for the coming year being almost wholly determined by the resolutions adopted in annual convention, we introduce our report of the Detroit meeting with the text of the resolutions as finally adopted. It will be observed that all reference to a method of determining the "aggressive cutters" of a given locality by establishing a schedule of prices has been stricken out of the original resolutions, so that the action taken by certain local associations with a view to organizing 75 per cent. of the trade for the adoption of a definite schedule of prices has been taken under a misconception of the business that was really transacted by the meeting in Detroit. We commend the careful perusal of the resolutions as printed below to every one that is interested in the work of the N. A. R. D.

RESOLUTIONS ADOPTED.

The Committee on Resolutions, after giving careful consideration to the recommendations contained in the reports of President Jones, Secretary Wooten and the Executive Committee respecting the importance to the future of the National Association of Retail Druggists of organization of the drug trade, recommends that the association provide for aggressive organization work as follows:

Resolution A.

Organization.

That the Secretary of the N. A. R. D. is instructed to proceed as rapidly as may be practicable, under the direction of the Executive Committee, to begin the work of organizing local associations throughout the entire country.

That authority is given the secretary, subject to the action and approval of the Executive Committee, to employ State, local or other organizers, to prosecute this work with the utmost vigor consistent with the financial ability of the National Association.

That the Executive Committee is authorized to accept donations from retail druggists, or allied branches of the drug trade, for the purpose of furthering energetically and unceasingly the work of general and effective organization of the retail druggists of the country.

Resolution B.

The N. A. R. D. Plan.

Resolved, That the National Association of Retail Druggists is gratified in being able to announce the success which has attended the efforts of its Executive Committee to secure the adoption of its plan for the prevention of price-cutting on proprietary medicines, by the manufacturing and jobbing branches of the trade.

That we reaffirm our belief in the efficacy of the plan and our fidelity to its provisions.

That the success of the labors of the Executive Committee brings home to the retail druggists of every section the duty to themselves, locally, and to the retail trade generally, of prompt and decisive action upon their part, in conformity with the terms of the plan, which became operative August 17, 1900.

That we call upon the associations affiliated with the N. A. R. D. and all organizations of retail druggists throughout North America to proceed immediately to place their members in position to reap the benefits of the successful work of the national body; the manner of how best to designate aggressive cutters being left to the discretion of the local associations, under the advice of the Executive Committee, wherever desirable.

That the association approve of the recommendation of the Executive Committee that local associations confine their notifications to the local jobber, reporting actual conditions to the National Association, and that the National Association pledges itself in each and every case to render to the local associations prompt, determined and loyal aid in securing the rights of the members of the local body.

That the Executive Committee is instructed to immediately transmit to the officers of the associations in membership detailed instructions respecting the steps necessary for the guidance of the associations in the enforcement of the terms of the plan.

That while the local associations have the right, under the plan, to employ their own judgment respecting the formation of a schedule of prices, the National Association urges these associations to prepare and maintain the most advantageous schedule possible, because of the great importance to the retail trade as a whole of such action on the part of the affiliated bodies.

That every association connected with the N. A. R. D. shall, at as early a date as is practicable under prevailing local conditions, adopt a schedule of prices on proprietary preparations, which schedule shall be presented to every retail dealer of drugs and medicines in their respective communities, with the earnest solicitation for the adoption and maintenance of such schedule. That any minority of retail dealers of 25 per cent. or less who decline to conform to the schedule recognized and maintained by the majority of 75 per cent. or more, shall be deemed antagonistic to the interests of the drug business in all its branches, and shall be immediately notified to the jobbers doing business in such locality as being aggressive cutters, and be treated accordingly under the terms contemplated in the plan of the National Association.

Amendment to Resolution B.

That all that clause relating to determining who the aggressive cutters are by means of establishing a schedule of prices be stricken out, and the matter of how best to proceed to designate the aggressive cutters be left to the discretion of the local associations under the advice of the Executive Committee wherever desirable.

Resolution C.**Prevention of Advertising Cut Prices.**

Resolved, That we approve the suggestion contained in the report of the Executive Committee that manufacturers of medicinal preparations should request the public press to refuse to publish advertisements of such preparations offered by others than the maker at prices below that fixed by the maker.

That such cut prices are never advertised except in the case of articles made widely familiar to the public by extensive and costly advertising on the part of the manufacturer and on which preparations the price fixed by the manufacturer has come, in public estimation, to be recognized as a standard.

That we believe the public press, which receives the money of the manufacturer, is morally obligated to protect the integrity of the preparations of such manufacturer against the assaults through its columns of avaricious tradesmen who seek to reap a benefit for which they return nothing, and which action on the part of such tradesmen injures the reputation and diminishes the sale of such preparation.

Resolution D.

Resolved, That, believing absolute good faith in the fulfillment of every promise made by the manufacturer, jobber and retailer is essential to the fullest success of the N. A. R. D. plan for the regulation of price cutting on proprietary medicines, the association urges the members of affiliated bodies to continue their loyalty to the terms of the plan; and that it demands of every other person or interest the same steadfast, unequivocal loyalty of every part of the plan.

That failure to act with strict integrity in support of the plan after it has been accepted shall be deemed an act of open hostility to the best interests of the drug trade as a whole.

That the attitude of the house of Wells & Richardson Co., in failing to fulfill its promises to the trade, is such as to constitute an act of defiant hostility to the best interests of the trade in all its branches and should receive the most emphatic expressions of disapproval from every association of retail druggists and from the individual members of the retail drug trade in the United States.

Resolution E.

Resolved, That we commend the efforts of the Committee on National Legislation to secure the repeal of the Special War Tax on medicinal articles, and urge that the new com-

mittee, when appointed, shall continue these efforts before the approaching session of Congress.

We earnestly request retail druggists in every section of the country to use their influence as local associations and as individual citizens to secure the support of their respective members of Congress for the early repeal of this unfair and unnecessary special tax.

We urge the drug trade to bring to the attention of Congressmen on every possible occasion the fact that the taxes of schedule "B" are an extra and discriminating tax on a class, and therefore merit consideration independently of other taxes and without reference to the repeal or modification of any other tax.

Resolution F.**Trade-Marks.**

Resolved, That we commend the work of the Committee on Trade-Marks and Patents in its endeavor to secure more just provisions in the law respecting foreign pharmaceutical products.

That we renew our earnest recommendation that the law be so amended that no patented imported pharmaceutical products shall be accorded a greater measure of legal recognition by the Government of the United States than such product is accorded by the Government of the country of its origin.

That we assert it as an indisputable principle of public justice that the Government should not grant a patent on the product itself, but should confine such patent protection to the process of manufacture. To patent the product is to create monopoly and retard progress in the healing art, to the incalculable injury of our people.

That we assert that the present patent and trade-mark laws are operating to suppress inventive progress and to stultify the intelligence of our people in the opinion of other countries, the citizens of which countries have the legal power placed in their hands to force monopoly tribute from our sick and afflicted.

Resolution G.

Resolved, That the present encroachments of the National Government and the public institutions upon the drug and allied trades is a matter of much concern to this association. The manufacture and supply of the medicinal articles of commerce by such bodies in competition with trade is strongly opposed and condemned by this association as detrimental to the interests of the entire drug trade, comprising manufacturers, jobbers and dealers.

The secretary of the association is hereby instructed to transmit this expression of its conviction to the members of the National Senate and House of Representatives.

Resolution H.**Pharmacists in the Army and Navy.**

Resolved, That Congress be petitioned to advance pharmacists now employed in the army and navy under the classification of "hospital stewards" to the rank of first-lieutenants and with the title of pharmacists.

THE PROCEEDINGS.**Proceedings in Detail.**

The attendance at the opening session of the third annual convention of the National Association of Retail Druggists was gratifyingly large, there being upward of 175 delegates and friends of the association seated in the large meeting hall of the Russell House, Detroit, when President Simon N. Jones, of Louisville, opened the proceedings at 10 o'clock a.m. on Wednesday, September 14. The meeting was opened with prayer by the Rev. Hennan P. De Forest, the members listening to the invocation standing, after which his honor, Mayor W. C. Maybury, of Detroit, made an address of welcome. It was a very happy speech, delivered with good effect, and he succeeded in winning the

earnest attention of every one present. The Mayor said it was peculiarly significant of these times and of this country that men are found willing to exchange their best ideas and giving their past experience for the good of all. Suiting his speech to the occasion, Mayor Maybury continued:

Why, in this matter of medicines I presume the world has been rich and poor a thousand times. I have no doubt the secret that Pasteur has made so well known in the treatment of rabies was known over and over again to individuals. I have no doubt that every medical discovery we have to-day was known to ancient medicine, but lost because it was the secret of one man. In my own neighborhood where I lived as a boy I can remember of an elderly German lady who certainly seemed to have the art of curing the rabies, and I remember cases where children were taken to her who showed the first symptoms of that disease, abhorrence of water, and fever coming on, and knowing of their being restored to health. Now that was a secret conveyed to her by her grandfather, who was a German physician. That was the

only inheritance he had to give to her, the secret of that art, but it died with her. I have no doubt in the early days of medicine—in the day of the Greek, whose physique as shown in the Greek statuary comes down to this day as something we delight to point to—they had medicinal arts which have been lost and have been and are now being rediscovered. Where did that physical perfection come from? Entirely from exercise? I don't think so, my friends, because he who may take the greatest care in the matter of exercise still is subject to the laws of health. There must have been in that early day an art that was known for the cure of disease, that came just as the waves of the ocean come and then recede.

So it is in art, so it was in sculpture. That is the reason we dig down through the dust of ages to get one little piece of stone that had put to it the chisel of some early artist or sculptor. So we seek for some little piece of canvas coming down from them, because it is an art that rose to a certain point and then seemed to recede.

So I say the world has been rich in all these things over and over again, and then become poor, because man did not recognize the stewardship he held in the possession of the secret. That man has little idea of his relations to Him from whom comes every secret that does not consider such a thing a

stewardship. If Pasteur had wrapped the mystery of his secret about him and said, "If you desire to be cured, send your patient to Paris, and behind closed doors I will execute this art," would he be the broad souled man that he is to-day? Oh, no. He was bound to give it to the world. He was but the custodian of a thing and has no right to wrap it in his own heart and die with it. God gave it for another purpose. Suppose that most delightful and honored citizen of our own country, Mr. Edison, in the controlling of electricity for lighting purposes, in making it practical and putting it where it lights our rooms, our homes, our streets, suppose he had said, "I will simply use this for myself alone. I will get a grand auditorium and those who wish to see my light turned on and turned off can come and look at it." He would have been a magician. Yet he is now a brighter, broader and nobler man. He takes advantage of what his genius gives him to protect himself, in the way he is entitled to, but everything he has done is open to the world, and you can look upon this ceiling and see the work of Edison. The world is getting along to the time it won't allow a man to keep in his heart a secret that is for the good of all. He must give it out. So we have come together here perfectly willing to do that which those of your profession would not have done twenty-five years ago. If you had then possessed a secret in this trade you would feel it your privilege to keep it. Here you are to-day prepared to keep nothing, but to give out your secrets to the trade. It will make it better for the trade and better for humanity; it makes you all better men and broader men, and makes the welcome of the city of Detroit a thousand times greater than it otherwise would be.

The response to the speech of welcome was made by first vice-president, Wm. C. Anderson, who was followed by James W. Seeley, president of the Detroit and Wayne County Retail Druggists' Association, who extended welcome on behalf of the association he represented, saying:

It is a very pleasant and agreeable duty that devolves upon me to welcome you in the name of the Detroit and Wayne County Retail Druggists' Association to our beautiful



JOHN C. GALLAGHER,
Jersey City, N. J.

Chairman Committee on Trade-Marks and Patents.

city. Since the announcement was first made by your Executive Committee that Detroit was to be honored by your presence in national convention, our association has seemed to have taken on a new lease of life and has been greatly encouraged, because we need the inspiration and encouragement and enthusiasm that we know you bring with you. For the conditions in Detroit are as serious as they well can be. I believe that Detroit is the typical condition, not only in Michigan, but perhaps, to a great extent, all over the country. Detroit has the cut rate disease,

and she has it badly, and the remedies so far applied have been of little or no avail, and the attempt to use heroic methods and cut out the sore have met with determined opposition, and the fever still remains to annoy us. It may be possible our instruments have not been sharp enough or of the latest patterns. Possibly we lack the skill to use those that have already been placed in our



W. C. ANDERSON,
Brooklyn, N. Y.,
President-Elect.

hands. However that may be, we welcome you, gentlemen, believing that you will place in our hands such instruments and such instructions as to their use that will enable us to overcome this great burden that is upon us, and to take our stand with our fellow merchants, feeling that for the efforts put forth we shall have a just return.

The Michigan Pharmaceutical Association extended welcome through its president, Charles F. Mann, of Detroit, who also acted as local secretary of the convention.

Several representatives of the various State and local associations of druggists were invited by President Jones to acknowledge the speeches of welcome, and B. E. Pritchard, of McKeesport, Pa., responded for Pennsylvania. The Philadelphia Association of Retail Druggists had as spokesman James C. Perry, its energetic president. Among other things Mr. Perry said:

Our State association is represented here to-day by two delegates, the Philadelphia association by five, the Western Pennsylvania by two, with a representative body, I believe, of thirty-five from Pittsburgh and Allegheny. The Philadelphia association is just four months younger than our national association. We have to-day 450 members of our association out of 700 druggists in Philadelphia. Probably the small percentage is accounted for by the fact that we have what we call "doctor" druggists in Philadelphia, who are very little interested in the retail trade. Therefore it is very hard to get them to join the association.

The work that has been done has been purely local. We are prepared at the present time in Philadelphia to put in operation a plan as perfected by the N. A. R. D. We have canvassed the city and we have 85 per cent. of all the druggists who have signed a petition to advance the prices of proprietary articles.

Mr. Pritchard has covered the remarks in regard to the State being represented here. I would like to say we attribute the formation of our association in Philadelphia to the N. A. R. D. We reaffirm our loyalty thereto and express our gratitude to the officers of this body for their considerate and courteous treatment. A social feeling exists to-day among the retail druggists of Philadelphia which never existed before. We wish success and prosperity to the N. A. R. D.

Wm. K. Forsyth, of Chicago, re-

sponded for Illinois; L. C. Hopp, of Cleveland, for the Ohio State Pharmaceutical Association; A. O. Zurik, of Cincinnati, the State of Ohio, and Felix Hirsman, of New York City, for the New York State Pharmaceutical Association. F. H. Carter, of Indianapolis, acknowledged the hospitable greeting which had been extended to the delegates on behalf of the Indiana Pharmaceutical Association, and he was followed by Henry Willis, of Quebec, Canada, representing the only foreign association, affiliated with the National organization. The final response was made by Jesse L. Nelson, of Jackson, Tenn., on behalf of his State association. Visiting delegates from the associations of jobbers and manufacturers were then invited to address the gathering, and Harry L. Kramer, of the Sterling Remedy Co., Indiana Mineral Springs, Ind., spoke in behalf of the Proprietary Association of America. Mr. Kramer prefaced his remarks with an expression of regret at the unavoidable absence of Dr. V. Mott Pierce, who was in ill health. He said he was present as the representative of the Proprietary Association to express the heartiest felicitations on the success of the N. A. R. D. He was glad to note the increasing recognition which retailers were giving to the proprietary medicine manufacturer's interests. The manufacturers of the country had created a business approximating one hundred million dollars annually, spread out among some five hundred firms. This vast business was represented by trade-mark rights or franchises created



HARRY L. KRAMER,
Indiana Mineral Springs.

Delegate from the Proprietary Association.

with the people, and every dollar was created before the customer entered the store to purchase. That feature separated it from any other business and gave it tremendous importance, so much so that any retailer who wished to take advantage of it and cut prices on proprietary medicines, selling \$1 articles, for example, at 25 per cent. of their

marked price, was doing as foolish a thing as selling gold dollars for a quarter apiece. In bringing his remarks to a close, he said that the proprietary manufacturers whenever objectionable methods of selling their goods were under consideration were faced with a clean business proposition to protect the honest retailer against the dishonest one. The proprietors were willing and stood ready to support the N. A. R. D. in their efforts to suppress cutting.

E. C. DeWitt, of Chicago, who was introduced as "the Chauncey Depew of the Proprietary Association of America," thanked the convention for the invitation to address the gathering and said:

It was my pleasure and honor two years ago at St. Louis to be a delegate to this association from the Proprietary Association, and I will only repeat here, in substance, what I said there, that we are in hearty sympathy with your association. It is the desire of the proprietors, and I do not believe now it will be contradicted, that we are anxious to dispose of this cut rate problem. We are anxious that proprietary goods should be sold at their legitimate prices and full prices. We find that when prices are cut it results not only in disadvantage to the retail druggist, but as well to the proprietor. It stimulates substitution and it has a tendency to demoralize the trade and brings profit neither to you nor to us.

As a delegate here and as chairman of the Legislative Committee of the Proprietary Association, when the proper opportunity arrives I would like to talk to you a little about the matter of abolishing the tax this winter. We think we have it pretty well in hand, and with the co-operation of this association we feel encouraged that there will be a law enacted repealing that clause. We shall work for it, but we want your co-operation. We must have it to succeed. In regard to your deliberations, I would not like to lay down any plan for you. I will only say this: All of our associations must recognize that there are but three divisions—I will not say divisions—three associations. There are the wholesale druggists; there are the retailers; and there are the proprietors. Now in your deliberations take into consideration all these. Do not consider only the proprietors, nor the jobbers, nor yourselves, but all of us together, and see if we can bring about some arrangement that will better the condition of trade.

Remarks were then made by James E. Davis, of the Michigan Drug Co.; Harvey Clark, of Farrand, Williams & Clark, and Wm. A. Hall, the first two named representing the National Wholesale Druggists' Association, and the last the American Pharmaceutical Association.

Routine business was taken up and assistant secretaries were appointed as follows: Henry Willis, of Quebec; L. C. Hopp, of Ohio, and P. W. Vaughan, of North Carolina. As a committee on credentials the chair appointed F. B. Lillie, of Oklahoma; Wm. A. Rumsey, of Pennsylvania; A. H. Arrington, of Georgia, and A. A. Pardee, of Wisconsin. The sitting then adjourned to reconvene at 2 o'clock p.m.

SECOND SITTING.

Wednesday Afternoon.

The reading of the president's address was the first order on the programme for the afternoon session, First Vice-President Wm. C. Anderson occupying the chair, while President Jones addressed the meeting.

The address was prefaced by a brief review of the work of the year, in which reference was made to the increased feeling of confidence which now prevails among the retail drug trade and the friendly relations which have been established among the three branches of the trade. He expressed his keen sense of appreciation of the part played by the pharmaceutical press in furthering the aims and objects of

the National Association in the following eulogistic terms:

ADDRESS OF THE PRESIDENT.

By SIMON N. JONES,

Louisville, Ky.

PRaise FOR THE PHARMACEUTICAL PRESS.

Before commencing a review of the work of the past year I wish to tender to the pharmaceutical press my sincere thanks, and in this I know every delegate will join me, because of the noble part the journals have performed in the endeavor to lighten the burdens of the retail druggist. Without exception they have given us willingly and freely the use of their columns, and the editorials that have appeared in them in almost every issue have proven of valuable assistance to the officers of the association, besides helping greatly to bring about the spirit of good feeling, and allay the disposition to become dissatisfied because all that we wished had not already been accomplished.

Some of the journals have been more active and helpful than others, but I feel that this association should acknowledge the lasting debt of gratitude that we owe all of these publishers, and I express the hope that with the return of prosperity this obligation may be made manifest in a more substantial way. If every retail druggist in the country would subscribe for not less than two pharmaceutical journals, this would prove to be not only



WILLIAM BODEMANN,

Chicago, Ill.

the best investment he could make, but it would be of great assistance also in carrying on the campaign of education absolutely requisite to our success.

Mr. Holliday and His Connection with the N. W. D. A.

The appointment, shortly after the last annual meeting of F. E. Holliday, chairman of the Executive Committee, as assistant to the chairman of the Proprietary Committee of the National Wholesale Druggists' Association, aroused some adverse criticism, the wisdom of allowing Mr. Holliday to accept the appointment being gravely questioned. Touching upon this matter, President Jones said:

The funds at the disposal of our association have been at no time sufficient to allow us to investigate and ferret out the violations of the promises that have been made to us, and in order to perfect our plans these violations had not only to be detected, but punished if possible. Acting in a dual capacity, representing both of the associations that do all the distributing (to the retailer as well as to the consumer), what more advantageous arrangement could have been offered to the N. A. R. D. than the one that the chairman of the Executive Committee

has filled during the past year? Do we realize how completely we would have been at the mercy of those who are not in sympathy with us, had this arrangement not been made? Do we fully appreciate how difficult it would have been to have perfected any agreement unless we had some one to represent our interest?

ARRANGEMENT EQUITABLE AND ADVANTAGEOUS.

No one actively engaged in the retail drug business could have given the time; and if he could it would have been unreasonable to expect that he should in addition pay the expense. Those engaged in the wholesale drug business were in a similar position, and I feel assured that the work which has been done up to this time has proven that the arrangement was not only equitable, but to our advantage. It is believed the future will in even greater measure demonstrate the wisdom of this action, and that the advantage which will come to us through the work of our chairman (acting for both associations) will meet with the hearty approval of every delegate to this convention.

IMPORTANCE OF WORK ACCOMPLISHED.

The interests of so large a number are represented by us that the matter of time has been one of very serious importance, and I believe the adoption and putting into effect of the proposition that has been made to the members of our association and to the N. W. D. A., and which is being enforced at this time by a very large majority of the proprietors of these preparations having an extended sale, is one of the greatest results of the work of the chairman of the Executive Committee. This alone required days and weeks of active work and frequent consultations before it could be placed in proper form for submission to the joint conference of the three associations.

The Repeal of the Stamp Tax.

The important character of the work carried on by the Committee on National Legislation, of which Thomas Stoddart, of Buffalo, is the efficient chairman, was emphasized by President Jones, and special mention was made of the efforts made to secure the repeal of the Stamp tax. On this subject he said:

The vigorous assistance that our retail drug friends gave the association last year should be renewed with increased force, because the burden becomes more unreasonable and unbearable every day that the "tax" is collected. We will thereby secure prompt relief; and it should be prompt, as the tax is not only unnecessary but class legislation unjust and unworthy of this great Government. The very efficient chairman of this committee, Thomas Stoddart, of Buffalo, N. Y., has given the matter, as well as all other matters pertaining to his office, time and earnest labor, and while the reward has not come as yet, through his active, earnest work every druggist has been enlisted in the cause, and no doubt every Congressman and Senator has been petitioned for aid in repealing the law.

Trade Marks and Patents.

He then commended the work of the Committee on Trade Marks and Patents, which bids fair in his opinion to bring about a revision of the patent and trade-mark laws and prevent any inventor from obtaining such a monopoly as would prove prohibitive to the exercise of inventive genius, though reserving for him all his just rights.

Fraternal Relations.

The relations of the N. W. D. A. with the Proprietary Association of America were described as being eminently satisfactory.

We have found the members of the N. W. D. A. always willing to co-operate with us in every reasonable move that we have suggested, and the proprietors likewise have given your officers every reason to believe that they are thoroughly in earnest in all endeavors to improve our business.

We have given the latter every assurance we could that our members would be loyal to the resolution passed unanimously at our last convention in Cincinnati—namely, "to deliver the article called for," and I firmly believe that this resolution has been conscientiously observed, especially by the associations affiliated with the N. A. R. D.

AS TO THE MIDDLEMAN.

The plans that have from the outset been advocated by the N. A. R. D., the distribution

of goods through the wholesale trade only, have been so eminently just to the N. W. D. A. that these plans since their adoption have always commanded their active help. We recognize that in adopting this policy we may have done an unintentional injustice to some of our friends who were formerly able to purchase in quantities direct, but we should not be oblivious to the fact that no great reform that was ever instituted did not for the time being do an injustice or prove a hardship to some. Yet the benefits that will be secured by all in the final consummation of these plans and the restoration, not only of full prices, but the placing of the sales of all medicinal articles in the channels in which they properly belong, will more than compensate even these for the small sacrifice they are asked to make, that profit and prosperity may again return to all.

RELATIONS WITH THE MANUFACTURERS.

Our relations with the P. A. of A. have been of the most friendly nature. During the year that has gone by it has been my pleas-



LOUIS K. WALDRON,
Chicago.

ure to confer with many of those whose interests extend all over the country, and I have always found them willing to make any sacrifices in order to aid us that would not jeopardize their business. This is but natural. We come into contact with the people who use these products, and when the time shall come, which I hope shall be soon, when the retailers can secure some profit on these lines, I hope that the good will of every retailer may be secured to the end that our relations may continue to grow more cordial, and that we may know that our interests are identical.

Strengthening the Bonds of Union.

President Jones devoted a considerable portion of his address to the subject of local and county organization. By contributing to make the N. A. R. D. stronger, by organizing their own localities, they put the National organization, said he, in a position to return to them with compound interest every dollar they find it necessary to contribute. Continuing he said:

The National Association recognizes no boundaries. We hope the day will come, and that soon, when, supported by local and State associations existing everywhere, the strong arm of the N. A. R. D. can be invoked with a certainty that any evils that may come upon our people can be speedily removed. In this matter it is the duty of every retail druggist to recognize his own responsibility. Whatever will bring profit and prosperity to the retail trade anywhere will certainly command the earnest efforts of the N. A. R. D., and every retail druggist also should feel it incumbent upon himself to do his share for the good of all.

There is no association that it is possible to bring together that could not wield some

influence, and with many of these distributed throughout each of the States, or consolidated into one larger organization, we would be placed in a strong position for either aggressive or defensive work, and could exert an influence that would prove of great benefit to all.

I believe that all of the energy that we can husband should be used in forming and developing these small local or county organizations, and that every dollar that we can make available should be devoted to this one purpose. To this end I express the hope that it will meet with the approval of the convention, that the Executive Committee be authorized to secure the services of such organizers wherever they may be found, and that the compensation to be allowed such organizers be fixed by the Executive Committee.

Finances a Source of Anxiety.

At the organization meeting of the association donations to its funds were received only from retailers in retail associations, but this was modified subsequently so as to permit donations to be received provided they were given in the name of some local organization. President Jones deemed it advisable owing to the benefits which would accrue to both jobbers and proprietors to accept direct contributions from these sources, and suggested that these contributions could be set aside for the sole purpose of organization, and the current expenses of the association paid from revenues secured from dues. He expressed his belief that a prompt response to any appeals for funds would come from those whose interests are wrapped up with the success of the N. A. R. D. The per capita of 50 cents, as now assessed, is as much as the members will stand, and President Jones believes that revenue in addition must come either from donations or from an increased number of associations.

In bringing his address to a close he paid a hearty tribute to the fidelity and competence of National Secretary Wooten. Mr. Wooten's clear perception of his duty and what was due to the association had been a constant source of comfort and assistance to the president.

The address was received with every mark of favor. The various references to the movement for the repeal of the stamp tax, to the ability which Secretary Wooten had displayed in the conduct of his office and other points being vigorously applauded.

On motion of Wm. Muir, of New York, the address was referred for consideration to a special committee of five. On this committee Vice-President Anderson named Thomas Voegeli, of Minnesota; J. W. Seeley, of Michigan; Wm. Bodemann, of Illinois; J. L. Nelson, of Tennessee; W. G. Gregory, of Buffalo.

REPORT OF THE SECRETARY.

The annual report of Secretary Thomas V. Wooten was a lengthy document reviewing the work transacted by the secretary's office during the year. Referring to the work of organizing local associations, which was delegated to the secretary by the Cincinnati convention, the report stated:

SECRETARY'S REPORT.

WORK OF ORGANIZATION.

It was anticipated by the association that during the past year the secretary would devote a considerable portion of his time to the work of organization. It is believed a consideration of the several causes which have operated to prevent the fulfilling of this expectation will satisfy the membership that the failure to do this work was not due either to indifference to the organization's wishes or to the lack of appreciation of the necessity of advancing thereby the association's interests.

One of the reasons this work was not en-

tered upon with promptness and vigor was the slowness with which our plans matured in spite of the justifiable expectation that the obstacles which had already been overcome at the time of the Cincinnati convention would allow their completion without further difficulty. The vexatious delays incident to our securing the needed co-operation of manufacturers and jobbers, without which co-operation the plans upon which we had been working were of necessity doomed, was considered a sufficient reason for not spending the association's money in attempting to form organizations when there was nothing better to offer prospective members than the threadbare promises of the allied branches of the trade. When these difficulties had been removed sufficiently to allow the work to be started and pushed as it should be, other obstacles presented themselves. One of these was the routine work of the secretary's office, which occupied practically all of his time. Specific mention will be made of this later. But the reason, above all others, which prevented needed attention being given to the work of organization was lack of funds, which unwelcome subject will be hereinafter mentioned.

A considerable portion of the report was taken up with a detailed account of the operations of the chairman of the Executive Committee and the secretary in visiting the meetings of State associations and furthering the organization of the various localities not already in affiliation with the N. A. R. D. Of the results accomplished through correspondence, it was stated:

The number of associations which have been added to our membership as the result of correspondence is not large, but these are in nearly all cases composed of good material, as events have conclusively proven. The secretary believes that his two years of untiring, painstaking effort to build up a strong organization by mail has demonstrated that this is impossible. During the past year the Executive Committee discussed the project



WM. MCINTYRE,

Philadelphia,
Chairman Committee on Pharmacy Laws,
N. A. R. D.

of organizing one State thoroughly, a prominent proprietor having intimated his willingness to help defray the expense, but the project, with its inviting possibilities, never advanced beyond the stage of discussion.

Associations in Membership.

The following are the organizations now affiliated with us:

ALABAMA: Alabama Pharmaceutical Association.

ARKANSAS: Arkansas Association of Pharmacy.

CALIFORNIA: Associated Detail Druggists of San Francisco, Los Angeles Retail Pharmacists' Association, Santa Clara County Retail Druggists' Association, San Diego County Retail Druggists' Association, San Joaquin Pharmaceutical Association.

COLORADO: Colorado Pharmaceutical

Association, Pueblo Pharmaceutical Association.

CONNECTICUT: Connecticut Pharmaceutical Association, Danbury Druggists' Association, Hartford Druggists' Association, New Britain Druggists' Association, New Haven Druggists' Association, Waterbury Pharmaceutical Association.

DELAWARE: Delaware Pharmaceutical Society.

FLORIDA: Jacksonville Retail Druggists' Association.

GEORGIA: Georgia Pharmaceutical Association, Chatam County Pharmaceutical Association.

ILLINOIS: Illinois Pharmaceutical Association, Adams County Druggists' Association, Aurora Association Retail Druggists, Boone County Association Retail Druggists, Chicago Apothecaries' Society, Chicago Retail Druggists' Association, Decatur Pharmaceutical Association, Freeport Retail Druggists' Association, Henry County Druggists' Association, North Illinois Druggists' Association, Rockford Retail Druggists' Association, Tri-City Retail Druggists' Association, Vermillion County Pharmaceutical Association, Peoria Retail Druggists' Association, Will County Retail Druggists' Association.

INDIANA: Indiana Pharmaceutical Association, Bartholomew County Druggists' Association, Delaware County Druggists' Association, Evansville Pharmaceutical Association, Floyd County Pharmaceutical Association, Ft. Wayne Retail Druggists' Association, Fountain County Retail Druggists' Association, Hancock County Druggists' Association, Jennings County Retail Druggists' Association, La Fayette Pharmaceutical Association, La Porte County Druggists' Association, Marion County Retail Druggists' Association, Monroe County Retail Druggists' Association, St. Joseph County Druggists' Association.

IOWA: Iowa Pharmaceutical Association, Davenport Pharmaceutical Association, Delaware County Pharmaceutical Association, Mahaska County Druggists' Association, Marshall County Druggists' Association.

KANSAS: Kansas Pharmaceutical Association, Anderson County Retail Druggists'



CAPT. HARRY WISE.
of Chattanooga,

Secretary Chattanooga Branch, N. A. R. D.

Association, Arkansas City Retail Druggists' Association, Atchison Retail Druggists' Association, Labette County Pharmaceutical Association, Leavenworth Retail Druggists' Association, Linn County Retail Druggists' Association, Neosho Valley Retail Druggists' Association, Ottawa Retail Druggists' Association, Topeka Druggists' Association, Wichita Pharmaceutical Club.

KENTUCKY: Kentucky Pharmaceutical Association, Ashland Druggists' Association, Kenton County Pharmaceutical Association, Louisville Retail Druggists' Association.

LOUISIANA: Louisiana Pharmaceutical Association, Orleans Pharmaceutical Association.

MAINE: Maine Pharmaceutical Association.

MARYLAND: Maryland Pharmaceutical Association, Baltimore Retail Druggists' Association, Cumberland Retail Druggists' Association.

MASSACHUSETTS: Massachusetts Pharmaceutical Association, Lowell Pharmaceuti-

cal Association, Medford Retail Druggists' Association.

MICHIGAN: Michigan Pharmaceutical Association, Detroit and Wayne County Retail Druggists' Association, Jackson County Pharmaceutical Association, Kalamazoo Pharmaceutical Association, Saginaw Pharmaceutical Society, Thumb Pharmaceutical Association.

MINNESOTA: Minnesota Pharmaceutical Association, Minneapolis Retail Druggists' Association, St. Cloud Retail Druggists' Association, St. Paul Retail Druggists' Association, Winona Pharmaceutical Association.

MISSOURI: Missouri Pharmaceutical Association, Greene County Retail Druggists' Association, Kansas City Pharmaceutical Association, St. Louis Apothecaries' Society.

MONTANA: Montana Pharmaceutical Association.

NEBRASKA: Nebraska Pharmaceutical Association, Douglas County Druggists' Association.

NEW HAMPSHIRE: New Hampshire Pharmaceutical Association, Manchester Druggists' Association, Nashua Retail Druggists' Association.

NEW JERSEY: Burlington Retail Druggists' Association, Jersey City Retail Druggists' Association.

NEW YORK: New York Pharmaceutical Association, Amsterdam Retail Druggists' Association, Borough of Richmond Retail Druggists' Association, Cayuga County Druggists' Association, Cortland County Druggists' Association, Elmira Pharmaceutical Association, Erie County Pharmaceutical Association, German Apothecaries' Society of New York City, Kings County Pharmaceutical Society, Manhattan Pharmaceutical Association, Newburgh Druggists' Association, New York Retail Druggists' Association (New York City), Schenectady Retail Druggists' Association, Syracuse Druggists' Association, Tomkins County Druggists' Association, Twin City Druggists' Association, Waverly, Sayre and Athens Pharmaceutical Association, Westchester County Pharmaceutical Association.

NORTH CAROLINA: North Carolina Pharmaceutical Association, Asheville Retail Druggists' Association, Durham Retail Druggists' Association.

NORTH DAKOTA: North Dakota Pharmaceutical Association.

OHIO: Ohio Pharmaceutical Association, Akron Pharmaceutical Association, Allen County Druggists' Association, Cincinnati Academy of Pharmacy, Cleveland Pharmaceutical Association, Columbus Retail Druggists' Association, Dayton Retail Druggists' Association, Defiance Druggists' Association, Retail Druggists' Association of Hamilton County, Hamilton City Retail Druggists' Association, Lima Druggists' Association, Mahoning Valley Druggists' Association, Middletown Druggists' Association, Northern Ohio Druggists' Association, Northwestern Ohio Druggists' Association, Richland County Pharmaceutical Association, Springfield Druggists' Association.

OKLAHOMA: Oklahoma Pharmaceutical Association.

OREGON: Oregon Pharmaceutical Association.

PENNSYLVANIA: Pennsylvania Pharmaceutical Association, Altoona Druggists' Exchange, Erie County Retail Druggists' Association, Philadelphia Retail Druggists' Association, Retail Druggists' Association of McKeesport, Schuylkill County Pharmaceutical Association, Scranton Retail Druggists' Association, Western Pennsylvania Retail Druggists' Association.

RHODE ISLAND: Rhode Island Pharmaceutical Association.

SOUTH DAKOTA: South Dakota Pharmaceutical Association.

TENNESSEE: Tennessee Druggists' Association, Chattanooga Branch of N. A. R. D., Jackson Druggists' Association, Knoxville Retail Druggists' Association, Nashville Druggists' Association, Paris Druggists' Association.

TEXAS: Texas Pharmaceutical Association, Houston Pharmaceutical Association, San Antonio Pharmaceutical Association.

UTAH: Salt Lake City Retail Druggists' Association.

VERMONT: Vermont Pharmaceutical Association.

VIRGINIA: Danville Druggists' Association, Newport News Retail Druggists' Association, Norfolk Pharmaceutical Association, Portsmouth Pharmaceutical Association.

WEST VIRGINIA: Wheeling Druggists' Association.

WASHINGTON: Washington Pharmaceutical Association, Retail Druggists' Association of Spokane, Seattle Retail Druggists' Association, Tacoma Retail Druggists' Association.

WISCONSIN: Wisconsin Pharmaceutical Association, Madison Pharmaceutical Association, Milwaukee Pharmaceutical Association, Head of the Lakes Retail Druggists' Association.

CANADA: Society of Retail Druggists of the Province of Quebec.

Withdrawals from the Association.

During the year three State associations have withdrawn from the N. A. R. D.—New Jersey, Virginia and South Carolina. In New Jersey this action was the result of the determined opposition of a few strong men led by the president of the organization. The reason most persistently and effectively urged as a proper cause for withdrawing was that affiliation with another body was contrary to the organic law of the association. Too much cannot be said in praise of the members of the Jersey City Association, whose gallant fight to hold their State organization in line with our work is deserving of the highest admiration.



THOS. LAYTON,
St. Louis, Mo.

The unfavorable action of the Virginia Association was caused, it was stated, by the disagreement of its members with the plans of organization of the N. A. R. D., especially the feature obliging retailers to relinquish the right to buy proprietaries at the manufacturers' best prices. It is understood that much dissatisfaction exists in the State as to the manner in which the decision to withdraw was reached. At the time the vote was taken only eleven members of the association were present, out of a total membership of 156.

The Association of South Carolina seems to have withdrawn as a matter of economy. The aims and plans of the N. A. R. D., probably as the result of indifference, seem never to have been well understood by that body or its individual members. The secretary's letter, which conveyed the intelligence of the organization's withdrawal, contained a check in payment of four individual memberships to the National Association.

Secretary Wooten said he was pleased to state that the Alabama Pharmaceutical Association, which a year ago withdrew from membership, voted unanimously to renew her affiliation at its last meeting.

Literary Work of the Secretary.

The vast amount of literary work transacted by the secretary is indicated

in the following passage from his report:

Rightfully, and as a matter of necessity, the Executive Committee depends upon the secretary's office for a large amount of work. On all questions of importance the final decisions reached by the committee are the consensus of opinion of the members, but the work of presenting clearly and concisely the questions to be decided, so as to enable its members to reach decisions intelligently and readily, has ever devolved upon the secretary. In order that the committee may keep in close touch with the conditions that exist generally, thereby enabling its members to act with a full knowledge of existing facts, all correspondence that passes through the secretary's hands, as well as all the pharmaceutical journals, are scanned closely for important matters to be brought to the attention of the committee, a task by no means inconsiderable.

This duty, together with that of preparing such Bulletins as may be issued; keeping up the correspondence of the office, at times voluminous, and much of it at all times perplexing; doing as great an amount of organizing as possible by mail; doing the clerical work of the standing committees; procuring, verifying and filing statistics; assisting the treasurer in the discharge of his duties; looking after imbursements and keeping the books of the association; supplying the associations in membership with the literature issued from time to time; and preparing a weekly or bi-weekly news letter for twenty-four pharmaceutical journals, besides giving attention to the exacting requirements of his own local association—constitutes the routine work mentioned as one of the reasons why the secretary could not devote as much time to organizations as might be desired, even if there were no other hindrances. One feature of the secretary's work which is especially worthy of attention is the duty which he is constantly called upon to perform of assisting the associations in membership to correct local abuses and improve local conditions by bringing to their assistance the help of manufacturers and jobbers, and by inducing retailers themselves to work in harmony for the common good.

ACCEPTABLE JOBBERS.

As instructed by the Executive Committee, the secretary sent, in November last, to each of the affiliated bodies a request that a list of the wholesalers acceptable to these associations be named, in order that the jobbers so designated might be recommended by the committee as acceptable wholesale distributors. A list containing the names of all the jobbers recommended was placed in the hands of the Executive Committee at its meeting in April. The reports of the affiliated societies had been received very slowly, and at the time of submitting the list to the Executive Committee it was far from being complete.

AGGRESSIVE CUTTERS.

The list of aggressive cutters in process of formation at the time of the Cincinnati Convention was finished, but it was incomplete and for several reasons it has never been used by the Executive Committee. A new list is being compiled in accordance with the present needs of the association.

WORK FOR THE COMMITTEES.

The work done by the secretary's office on behalf of the National Legislative Committee has been considerable during the past year, requiring time and painstaking labor on the part of the secretary as well as his assistants. On behalf of the Committee on Trade-Marks and Patents the secretary appeared with a delegation consisting of Messrs. Bode-man, Ebert and Engelhard before the Trade-Marks and Patents Commission in Chicago. While the results of this conference have not become apparent, it is difficult to see how anything additional could have been said that would have given the Commission a better understanding of the desires and needs of the drug trade. On behalf of the Committee on Transportation considerable correspondence was carried on, a task which the secretary unintentionally brought upon himself and which, though prosecuted with the best of motives, he has some good reasons for regretting. It is believed the committee itself would have done the work more effectively. A small amount of clerical work was also done for the Committee on Pharmacy Laws and the Committee on Form of Organization.

OTHER WORK.

A complete constitution and by-laws for the use of local associations, adaptable to the needs of both large and small organizations, was drawn up by the secretary and approved by the Executive Committee.

Recently the secretary, under the direction of the Executive Committee, has correspond-

ed with a number of manufacturers on the subject of the hardship to retailers who desire to deal fairly by advertised proprietaries, of the practice universal among aggressive cutters of exploiting in newspapers their business methods, which methods (advertising proprietaries at less than cost in order to attract people to whom substitutes may be sold) are alike detrimental to the interests of the proprietor and the non-substituting retailer. The co-operation of the several proprietors with the retail trade, to the end that this hurtful practice may be abated, is greatly needed, and it is hoped will be forthcoming. Definite promises to this end have already been received from several prominent proprietors.

FINANCES.

The following is an itemized statement of the expenses of the association for the year:	
Expenses of the secretary's office.....	\$3,632.20
Expenses of the president's office.....	10.25
Expenses of the treasurer's office.....	35.96
Expenses of the Committee on National Legislation.....	86.05
Expenses of the Committee on Commercial Relations.....	6.00
Expenses of the Committee on Transportation.....	6.00
Expenses work of organization.....	260.60
Expenses of Executive Committee.....	455.71
Expenses of Proceedings of Cincinnati Convention.....	496.07
Official Report of Cincinnati Convention.....	130.00
Appropriation to Miss Edsall, stenographer at Cincinnati.....	25.00
Additional expense Treasurer Lowe's office.....	25.00

Total.....\$5,168.84

It will be observed that the estimated expenditures for the year (\$7,300) were \$2,-



C. T. HELLER,
St. Paul, Minn.,
Treasurer.

181.16 in excess of the amount actually expended. This difference is accounted for principally by the secretary's having expended almost nothing for traveling expenses, and by the compensation and expense of the Executive Committee being less, and the printing and postage bill being less than estimated.

RECOMMENDATIONS.

Close intimacy with the work of the association prompts the secretary to recommend: That provision should be made for competent organizers to work in the various States under the direction of some druggist designated by the State association, or by the several local associations, the general supervision of the work to be given to the secretary. The secretary is mindful that without liberality on the part of the members this plan is not likely to succeed, but he knows of no other way in which the work can be successfully done, and he is convinced that the advanced prices on ordinary drugs, to say nothing of proprietaries, will many times over reimburse contributions to the expense fund made necessary.

It is believed that a few simple rules as to the time at which the dues of associations are payable, and specific instructions to the treasurer to collect these dues in some prescribed manner, will be greatly to the advantage of the association.

The association ought, at each session, to instruct the Executive Committee with reference to printing and distributing the proceedings, in order that adverse criticism of the committee may be avoided.

On the subject of loyalty to the organization, the secretary doubts the wisdom of making any recommendation, however much he would like to do so. He cannot, however, refrain from warning members against persons who for reasons wholly discreditable to themselves, asperse the character of those who are engaged in prosecuting the work of your organization. If any of the officers, executive or otherwise, are suspected of unworthiness, let the charges against them receive painstaking investigation and let it be plainly understood that the National Association is infinitely larger than any man or set of men, and that no one's personality shall stand in the way of the organization's success.

In conclusion, the visible results of the year's work are not what the secretary would like to have them, but he feels that the fault is only partially his own. His failure to increase the membership of the association more than he has, by correspondence and the distribution of literature, has been to some extent a disappointment, but the hope is cherished that the hard work which has been done, without visible results as yet, has accomplished much good, as the future will reveal. Two hurtful conditions, to counteract the baneful effects of which much time has been given, are the imagined security of druggists in towns and cities where price demoralization does not now exist, and the unwillingness of druggists to exert themselves in behalf of their less fortunate brethren of other nearby communities. The secretary has insisted that without the existence of the fraternal spirit little of permanent value can be accomplished; he has urged the value of fraternity as a matter of business and not of sentiment, and has done his best to induce the druggists to take a broader view of the situation than that which is bounded by their immediate personal self-interest.

Action similar to that observed with the president's address was taken with the report of Mr. Wooten, it being referred to a special committee composed of M. L. Porter, of Maine; W. E. Bingham, of Alabama; T. B. Wood, of Kentucky; B. E. Pritchard, of Pennsylvania, and C. F. Huhn, of Minnesota.

Next in order came the report of the treasurer by Charles T. Heller, of St. Paul.

This report showed receipts from dues of \$4,397, from donations of \$523.37, and from miscellaneous sources of \$534.04, which with the balance of \$641.76 handed over by the former treasurer, Jno. W. Lowe, made a total of \$6,096.17. The expenses are shown in the subjoined

Secretary's Financial Report.

Expense of Secretary's office.....	\$3,632.20
Expense of President's office.....	10.25
Expense of Treasurer's office.....	35.96
Expense of the Committee on National Legislation.....	86.05
Expense of the Committee on Commercial Relations.....	6.00
Expense of the Committee on Transportation.....	6.00
Expense Work of Organization.....	260.60
Expense of Executive Committee.....	455.71
Expense of Proceedings of Cincinnati Convention.....	496.07
Official Report of Cincinnati Convention.....	130.00
Appropriation to Miss Edsall, Stenographer at Cincinnati.....	25.00
Additional Expense Treasurer Lowe's Office.....	25.00

Total.....\$5,168.84

The report took the usual course, being referred to a committee for audit.

The report of the Committee on Credentials was submitted by Chairman F. L. Way, the following list of associations represented and delegates present being announced:

Accredited Delegates.

ALABAMA.—Alabama Pharmaceutical Association, Wm. E. Bingham, Tuscaloosa.

CONNECTICUT.—Connecticut Pharmaceutical Association, John W. Lowe, New Haven; Charles A. Rapelye, Hartford. Hartford Druggists' Association, Charles A. Rapelye, Hartford. Waterbury Pharmaceutical Association, Charles A. Rapelye, Hartford.

GEORGIA.—Georgia Pharmaceutical Association, Geo. D. Case, H. H. Arrington, Rome. Chatham County Pharmaceutical Association, R. A. Roulnski.

ILLINOIS.—Illinois Pharmaceutical Asso-

clation, Wm. K. Forsyth, W. Bodemann, B. S. Cooban, Chicago; W. F. Baum, Danville; M. V. Travis, Saybrook; Chas. Lange, Chicago; J. S. Avery, Aurora Association Retail Druggists, Henry P. Grimm, Aurora, Chicago Apothecaries' Society, Louis K. Waldron, Chicago. Chicago Retail Druggists' Association, Jno. I. Straw, L. K. Waldron, Geo. A. Graves, Chicago. Freeport Retail Druggists' Association, Henry P. Grimm, Aurora. Northern Illinois Druggists' Association, H. A. Stillman, Joliet. Rockford Retail Druggists' Association, F. H. Worthington, Rockford. Vermillion County Pharmaceutical Association, W. F. Baum, Danville. Peoria Retail Druggists' Association, Fritz Lueder, Peoria. Will County Retail Druggists' Association, H. A. Stillman, Joliet.

INDIANA.—Indiana Pharmaceutical Association, C. E. Crecellus, New Albany; H. E. Glick, Lafayette; F. W. Melsner, Brazil; F. E. Wolcott, Indianapolis; F. H. Carter, Indianapolis; F. W. Schultz, Lafayette; Otto C. Bastien, South Bend. Evansville Pharmaceutical Association, Louis Tepe, Evansville. Floyd County Pharmaceutical Association, C. E. Crecellus, New Albany. Fort Wayne Retail Druggists' Association, C. B. Woodworth, Fort Wayne. Hancock County Druggists' Association, F. H. Carter, Indianapolis. Lafayette Pharmaceutical Association, Jno. J. Schultz, Lafayette. La Porte County Druggists' Association, F. W. Melsner, Indianapolis. Marion County Retail Druggists' Association, I. N. Helms, F. E. Wolcott, Indianapolis. St. Joseph County Druggists' Association, F. D. Warner, New Carlisle.

IOWA.—Iowa Pharmaceutical Association, A. A. Broadie, Waverly; J. H. Pickett, Osceola.

KANSAS.—Kansas Pharmaceutical Association, F. E. Holliday, W. C. Holmes, F. A. Snow, Topeka. Topeka Druggists' Association, F. E. Holliday, Topeka.

KENTUCKY.—Kentucky Pharmaceutical Association, Simon H. Jones, Theodore Rectanus, Louisville; J. F. Overstreet, J. W. Geibel, J. J. Reynolds, Ashland Druggists' Association, T. B. Wood, Lexington. Kenton County Pharmaceutical Association, J. T. Boulton. Louisville Retail Druggists' Association, Simon N. Jones, Theodore Rectanus, Louisville.

LOUISIANA.—New Orleans Pharmaceutical Association, A. C. De Mousabert, Jno. Lavigne.

MAINE.—Maine Pharmaceutical Association, Dr. H. L. Porter, Danforth.

MASSACHUSETTS.—Massachusetts Pharmaceutical Association, Fred. A. Hubbard, Newton; Chas. E. Bardwell, Holyoke; J. F. Guerin, Worcester. Worcester Druggists' Association, J. F. Guerin, Worcester.

MICHIGAN.—Michigan Pharmaceutical Association, H. J. Brown, A. H. Webber, Cadillac; E. F. Phillips, Armada. Detroit and Wayne County Retail Druggists' Association, A. S. Parker, W. H. Burke. Alpena Pharmaceutical Association, A. G. Hopper, Alpena. Grand Rapids Druggists' Association, Jno. E. Peck, Grand Rapids. Kalamazoo Pharmaceutical Association, E. M. Kennedy, Kalamazoo; Wm. McDonald, Saginaw. Saginaw Pharmaceutical Association, Wm. Helne, Saginaw. St. Joseph County Druggists' Association, F. D. Warner.

MINNESOTA.—Minnesota Pharmaceutical Association, Chas. H. Huhn, Minneapolis; H. W. Rietzke, Chas. T. Heller, St. Paul. Minneapolis Retail Druggists' Association, Thos. Vogell, Minneapolis. St. Paul Retail Druggists' Association, Herman W. Rietzke, St. Paul.

MISSOURI.—Missouri Pharmaceutical Association, W. M. Federman, Kansas City; Thos. Layton, H. F. Haasebrock, St. Louis.

MONTANA.—Montana Pharmaceutical Association, H. M. Padden, Helena.

NEW HAMPSHIRE.—New Hampshire Pharmaceutical Association, Frank L. Way, Manchester. Manchester Druggists' Association, Frank L. Way, Manchester.

NEW JERSEY.—Burlington Retail Druggists' Association, W. A. Rumsey, Philadelphia. Jersey City Retail Druggists' Association, Chas. Kuehne, Jersey City.

NEW YORK.—New York State Pharmaceutical Association, Felix Hirshman, Wm. Mulr, New York City; Thos. Stoddart, Buffalo; W. C. Anderson, Brooklyn; George Thorpe, Syracuse. Cayuga County Druggists' Association, Judson B. Todd, Erie County Pharmaceutical Association, Dr. Willis G. Gregory, I. Lockie, Buffalo. German Apothecaries' Society of New York City, Felix Hirshman. Kings County Pharmaceutical Society, William C. Anderson, Brooklyn. Manhattan Pharmaceutical Association, Felix Hirshman, Nelson S. Kirk, New York City. New York Retail Druggists' Association, New York City. Julius Hammer, New York City. Syracuse Druggists' Association, George E. Thorpe, Syracuse.

NORTH CAROLINA.—North Carolina Pharmaceutical Association, H. R. Horne, P. W. Vaughan, Durham. Durham Retail Druggists' Association, P. W. Vaughan, Durham.

OHIO.—Ohio Pharmaceutical Association, C. W. Tobey, Louis C. Hopp, Cleveland; G.

L. Heckles; Alfred De Lang, Cincinnati; F. W. Herbst, Jno. C. Finler, Akron Pharmaceutical Association, Geo. C. Himmelmann, Akron; C. B. Harper, Allen County Druggists' Association, F. H. King, Cleveland Pharmaceutical Association, E. A. Schellen-trager, Cleveland; P. J. Lord, J. A. Bartlett, Columbus Retail Druggists' Association, Jno. Ruuschkolb, Columbus. Dayton Retail Druggists' Association, John W. Miller. Retail Druggists' Association of Hamilton County, A. D. Wells, A. O. Zwick, Cincinnati. Lima Druggists' Association, H. F. Vorkamp, Lima; H. B. Hover, Mahoning Valley Druggists' Association, Chas. A. Ensign, Youngstown. Northern Ohio Druggists' Association, Dr. G. W. Houghton, C. R. Roth, C. A. Ensign, C. F. Chapman, Geo. C. Himmelmann, North Western Ohio Druggists' Association, Frank D. Stephens, J. M. McCann, Starke County Druggists' Association, Chas. H. Roth.

OKLAHOMA.—Oklahoma Pharmaceutical Association, F. B. Lillie, Guthrie, Alfred Reed.

PENNSYLVANIA.—Pennsylvania Pharmaceutical Association, Wm. L. Cliffe, C. N. Boyd. Philadelphia Retail Druggists' Association, James C. Perry, Wm. McIntyre, Philadelphia; H. L. Stiles, W. L. Cliffe, W. M. Rumsey. Western Pennsylvania Druggists' Association, W. G. Markell, B. E. Pritchard, J. R. Thompson, Pittsburgh.

TENNESSEE.—Tennessee Druggists' Association, D. J. Kuhn, Chattanooga Branch of N. A. R. D., Harry Wise. Jackson Druggists'



F. W. SCHMIDT.

Chicago, Ill.

Association, J. C. Parker, C. M. Harris, Knoxville Retail Druggists' Association, E. E. Early, Paris Druggists' Association, G. A. Trevathan, Paris.

VERMONT.—Vermont Pharmaceutical Association, L. H. Greene.

WISCONSIN.—Wisconsin Pharmaceutical Association, A. A. Pardee, Madison Pharmaceutical Association, A. A. Pardee, Milwaukee Pharmaceutical Association, F. J. Roemer, Robt. N. Dadd.

QUEBEC.—Society of Retail Druggists of the Province of Quebec, Henry Willis, Quebec.

Proprietary Association of America, H. L. Kremer, Indiana Mineral Springs. American Pharmaceutical Association, Wm. A. Hall, James Vernon, Detroit; Wm. L. Cliffe, Philadelphia; O. Eberbach, E. R. Seizer.

The report of the Committee on National Legislation, Thomas Stoddart, Buffalo, chairman, was next presented:

Report of Committee on National Legislation.

BY THOMAS STODDART,

Buffalo, N. Y.

As directed by Resolution "E" on page 33 of the printed proceedings, as adopted by the Cincinnati convention, efforts were made by this committee to secure the repeal of the War Revenue Tax upon medicinal and toilet articles.

Your committee at the earliest opportunity

after its appointment placed itself in close communication with the Legislative Committee of the Proprietary Association of America and the National Wholesale Druggists' Association, as well as with others interested in the repeal of this tax.

Communications were received from the various interests, and on or near the first of December, 1899, a memorial to Congress was prepared setting forth the injustice of a tax on medicinal and toilet articles, whereas other articles equally taxable bore no part of the burden of special taxation. Such arguments as the committee deemed advisable to present to Congress were included in the memorial. Ten thousand copies of the memorial, in the form of a petition, were distributed throughout the United States by your committee, assisted by the associations affiliated with the N. A. R. D.

Letters were addressed to the secretaries of the associated bodies. In these letters the affiliated bodies were urged to secure signatures to the petition and to forward them promptly to their representatives in Congress. They were also urged to call in a body upon their representatives when the latter were at home among their constituents during the Christmas and New Year's vacation. Similar letters were likewise sent to thousands of druggists and others interested in this matter.

The committee is gratified to state that everywhere the affiliated bodies, the leading retail druggists, and others, complied with the request to take determined action looking toward the repeal of this tax, and many hundreds of answers were received by the chairman of your committee and Secretary Wooten, all stating that they had forwarded the petitions, warmly commended the same by personal letters, and had called upon their respective representatives.

Strong resolutions were passed by various organizations, particularly by those of Chicago, Ill., and Erie County, N. Y., and it will perhaps not be out of place for the committee to incorporate in this report a copy of the resolutions, which were adopted by the Erie County Pharmaceutical Association.

A copy of the same was mailed to every Congressman and Representative at Washington, and wherever they would be likely to be of any service in securing the repeal of the tax. Upward of fifteen hundred of these resolutions were mailed.

The resolutions read as follows:

ACTION OF THE ERIE COUNTY PHARMACEUTICAL ASSOCIATION.

In relation to the repeal of Section B, following Section 25 of the Internal Revenue Law of 1898, having been introduced in the House of Representatives by the Hon. Henry S. Boutell, of Illinois, known as House Bill No. 7,093, and now in the hands of the Ways and Means Committee:

Whereas,—

At a meeting of the E. C. P. A., held in their rooms at Buffalo, February 27, 1900, the following fact was discussed, that—

Whereas,—

At a time when the Federal revenues are enormously in excess of public necessities, when the Treasury Department out of its vast cash balance can pay off \$25,000,000 of the public debt and still leave nearly \$300,000,000 cash in the Treasury, we respectfully submit that the continuance of this tax is no longer justified, and it was therefore

Resolved,—

That we, the members of the E. C. P. A., feeling that the Stamp Tax upon medicines and proprietary articles and preparation according to the War Revenue Act of 1898 is an unjust and burdensome tax, be it therefore

Resolved,—

That we, the E. C. P. A., as business men, protest against the singling out and oppressing one line of business, and depriving them by burdensome taxation of the opportunity of protecting their homes and families.

Resolved,—

That we appeal to the present Congress of the United States to sustain the bill presented by the Hon. Henry S. Boutell, of Illinois, known as House Bill No. 7,093, and ask that the same receive their unanimous support and become a law without delay.

Resolved,—

That we ask this in the name of 60,000 business people, who are overburdened by unnecessary taxation.

J. A. Lockie, Secretary.

George Reimann, President.

The resolutions of many other associations were couched in similar language, and will no doubt have great influence upon the furtherance of our undertaking. In addition to these resolutions, many of the influential druggists of the leading cities of the United States appealed to the local newspapers in their respective cities for assistance, and in many cases excellent articles on the subject

were published, upholding the position and the contentions of the druggists. After all this had been done your committee found that further pressure was necessary. Five thousand more copies of the memorial were sent out, and subsequently an additional ten thousand were distributed. Special attention was given to the druggists who lived in the various localities represented by members of the Ways and Means Committee. These druggists were urged to write personal letters to their representatives in Congress in order to bring all the pressure possible to bear upon the Ways and Means Committee. In response to these urgent demands, numerous letters were received, many of them inclosing the answers which had come from their members of Congress, showing that their petitions and personal communications were receiving attention.

Your committee felt that whatever the drug trade intended to do toward securing the repeal or modification of the tax should be done early in the session, and a large amount of literature sent out had for its object the twofold purpose of supplying the trade with all needed information and keeping the subject prominently in view. The chairman of your committee, in an interview with Mr. Douglas, the attorney representing the Proprietary Association, suggested the feasibility of having a bill drawn up and presented to Congress. As the attorney lived in Chicago, the chairman of your committee referred the matter to Secretary Wooten, also of Chicago.

Mr. Wooten and Attorney Douglas framed a bill providing for the repeal of that portion of Section B which refers to the tax upon medicines and toilet articles, and this bill

Committee of the House at Washington on April 17. There were present, besides the chairman of your committee, representatives of State and local pharmaceutical bodies as follows: Philadelphia Association of Retail Druggists, Wm. McIntyre, A. Hock, Jas. C. Perry; Iowa Pharmaceutical Association, O. M. Oleson, Ft. Dodge; Kansas Pharmaceutical Association, L. Ardery, Hutchinson; Minnesota Pharmaceutical Association, Herman W. Rietske, St. Paul; Maryland Pharmaceutical Association, Henry P. Hynson, Baltimore; Pennsylvania Pharmaceutical Association, W. L. Cliffe, Philadelphia; Western Pennsylvania Retail Druggists' Association, Lewis Emanuel, Pittsburgh; New Jersey Pharmaceutical Association and Jersey City Druggists' Association, J. C. Gallagher; Manhattan Pharmaceutical Association, New York, Clarence O. Bigelow, New York; New York State Pharmaceutical Association, William Muench, Syracuse; German Apothecaries' Association, New York City, Felix Hirsemann, New York; Chicago Retail Druggists' Association, Thos. W. Wooten, Geo. P. Englehard; Ohio Pharmaceutical Association, Jno. A. Nipgen, Chillicothe; Columbus, Ohio, Druggists' Association, Fred. W. Herbst; Lynchburg, Va., Pharmaceutical Association, A. C. Hamner; Baltimore Retail Druggists' Association, A. Y. Corning, August Schrader, J. B. Thomas; Tennessee State Druggists' Association, J. L. De Merville, Nashville District of Columbia Pharmaceutical Association, Wymond H. Bradbury, F. P. Welles, Henry A. Johnson, F. M. Criswell; Indiana Pharmaceutical Association, R. I. Eads, Indianapolis; Virginia Pharmaceutical Association, Chas. G. Lennan, M. E. Church, E. L. Robey, G. T. Mankin; Kings County, New York, Pharmaceutical Association, Wm. Muir; Illinois Pharmaceutical Association, A. S. Wright, Woodstock; Erie County Pharmaceutical Association, Buffalo, N. Y., Geo. Reimann.

The following manufacturing firms were represented: Emerson Drug Co., Jos. T. Hindes; J. Ellwood Lee Co., Charles Heber Clarke; Mariana & Co., J. Mariana; Abbey Effervescent Salts Co.; California Fig Syrup Co., Geo. A. Newman; Pheno-Caffeine Co., Julius Garst; Lambert Pharmacal Co., Jno. H. Drabelle; Duquesne Distillery Co., Geo. M. C. Konatz; Sterling Remedy Co., H. L. Kramer; J. N. Jaros, New York; Evans Chemical Co., W. M. Whitelaw; Dr. Miles Medical Co., A. H. Beardsley; Hance Bros. & White, A. M. Hance; Hall & Ruckel, Irad Hawley; World's Dispensary Medical Association, Dr. V. Mott Pierce, president of the Proprietary Association of America.

The following wholesale firms were represented: Philadelphia Druggists' Exchange, Dr. R. V. Mattison; Tarrant & Co., Thos. F. Main, representing the Wholesale Druggists' Association; Drug Trade Section N. Y. Board of Trade and Transportation, R. B. Harding; the Oil Trade Association of Philadelphia, W. H. Brill.

Besides these there were present Congressmen Henry S. Boutell and D. S. Alexander, and the attorney of the Proprietary Association, George L. Douglas.

The delegates assembled in the parlors of the Raleigh Hotel at Washington on Tuesday evening, April 16, at eight o'clock. The delegates named above were nearly all present. On motion the chairman of your committee was selected to preside and a general discussion of the plans and arrangements for the hearing of the next day was held. It was decided at this meeting that Mr. Wooten was to open the hearing before the Ways and Means Committee, describing the organization of the N. A. R. D., and other details pertaining to the interests of those affiliated with us, and then to introduce the principal speaker. The meeting had selected G. P. Englehart, of Chicago, to make the principal argument, as he had devoted very much time and care to this particular subject and was thoroughly conversant with the great injustice of the law in its present application, and your committee is now pleased to state that the address which Mr. Englehart gave was exceedingly able. He was ready, prompt and decisive in answering every question asked him by the various members of the Ways and Means Committee. His arguments, logical and presented in a clear, forcible manner, appeared to have great weight with the committee.

Mr. Englehart was followed by J. C. Gallagher, of New Jersey; Felix Hirsemann, of New York, and R. L. Eads, of Indiana, each of them making excellent addresses. After the chairman had summed up for the retail druggists he introduced O. W. Clarke, of Pennsylvania, in behalf of the manufacturers. Mr. Clarke was followed by J. H. Drabelle, of Missouri, and the final address was made by H. B. Harding, of the Drug Trade Section of the New York Board of Trade and Transportation. This concluded the arguments of the druggists before the Ways and Means Committee, but before the hearing closed a very spirited speech was made by the Hon.

H. S. Boutell, of Illinois, the author of the bill. Mr. Boutell spoke as follows:

"Two years ago, on the 27th of this month," said he, "the War Revenue bill was brought into the House. The late Nelson Dingley, the chairman of this committee, in explaining the purpose of the measure, predicted that it would raise from ninety to one hundred million dollars."

"In 1897 the internal revenue receipts were about \$170,000,000, and in 1898 about \$273,000,000. For the present year they will aggregate about \$292,000,000, and for 1901 about \$300,000,000. The Secretary of the Treasury estimates a surplus for this year of \$70,000,000, and for the next year of \$82,000,000."

"We are now, therefore, face to face with three questions:

1. Is it wise or necessary to modify or repeal this act?

2. What changes should be made?

3. If the act is to be modified, should we make other articles taxable?

"The questions should be carefully considered, for the time has come when the people we all represent demand relief from this extraordinary tax."

"This law was hurriedly drafted, and if it is to be modified, as I believe it should be, we should alter it where the friction is greatest, in Schedule B especially, in view of the remarkable rulings of the Internal Revenue Department. The lawmakers certainly never intended that pare-



THOMAS STODDART,

Buffalo, N. Y.,

Chairman Committee on National Legislation.

was embodied in the repeal bill presented to the House of Representatives by the Hon. Henry S. Boutell, of Illinois. After its introduction the bill was referred to the Ways and Means Committee, and was known as House Bill No. 7,093.

The committee, and, in fact, the entire drug trade of this country, is indebted to the Hon. Henry S. Boutell for the great interest which he has displayed in urging favorable action upon this bill and appearing with us before the Ways and Means Committee.

The members of your committee take pleasure at this time in heartily commending the druggists of the Sixth Congressional District of Illinois on their praiseworthy efforts to return Mr. Boutell to his seat in Congress for another term, and we sincerely trust that their endeavors will be successful, as we know that while he is there we can count him among our staunchest supporters. The bill introduced by Mr. Boutell was for the repeal of Schedule B of the Internal Revenue Law of June 13, 1898. This was decided upon after the committee ascertained that a reduction of the tax was out of the question. The cost of collecting the tax is so great that if the tax was materially reduced the cost of collection would equal the amount of the tax. Therefore, as a business proposition, total repeal was insisted upon.

After considerable effort on the part of the introducer of the bill and its friends, a hearing was procured before the Ways and Means



CHARLES F. MANN,

Detroit,

Local Secretary for the N. A. R. D. Meeting.

goric, arnica, and antiseptic cotton should bear any portion of this tax. I hope and believe that the committee will give early attention to this matter, and grant this great trade the relief which it has justly demanded."

The appearance of so large a delegation before the Ways and Means Committee had great weight, not only with the members of the committee but with other members of the House.

We were honored, through the courtesy of Congressman D. S. Alexander, of Buffalo, N. Y., with a special hearing before President McKinley. We were introduced to the President by Congressman Alexander, and Mr. Englehart, who spoke so ably before the Ways and Means Committee, addressed the President upon the subject of our mission to Washington.

Your committee is indebted to Congressmen Boutell and Alexander, and would recommend that official recognition of their efforts in our behalf be made at this convention and that the same be communicated to them at the earliest possible moment in order to show our appreciation of what they have done for us. Although your committee was not successful in securing the repeal of this tax at the last session, we believe that what has been accomplished is a great step toward the repeal of this tax, and that we have opened the doors, so that with some little additional effort success will be attained at no distant date.

The members of this committee believe that

the druggists of the United States are as patriotic a body of men as can be found under the shadow of the Stars and Stripes wherever the Stars and Stripes float, and that they are willing to bear their full quota of civic or national burdens; that in times of national emergency, as they were during the Spanish American war, they are willing to bear even more than their share; but we submit that when the emergency has passed and the necessity for raising an immense war tax is ended, the druggists object to an apparently objectless continuation of the burden. The drug trade has paid and is paying a very large percentage of the war tax, and the retail druggists are the sufferers. The only way to obtain relief is through organization. Individuals have little weight as individuals, but united they can bring such pressure to bear upon the law-makers as will prove irresistible. Therefore your committee recommends that organized effort to secure the repeal of the war tax upon medicines and toilet articles be continued, that the new Legislative Committee be instructed to continue the efforts of the present committee, and we believe that the present committee has so cleared the way that the new committee will encounter little difficulty in achieving success. Your committee would also recommend that the delegates here assembled interview the candidates in their respective Congressional districts who will seek nominations this fall, and demand from them pledges that they will do all in their power, if elected, to aid the druggists in securing relief from this burdensome and unnecessary tax. Such pledges would greatly strengthen the hands of the Legislative Committee of this association.

It is only fair to say that this committee was somewhat hampered by the fact that no appropriation was made by the association for the heavy expenses necessary in performing its mission.

The members of the committee did not allow the interests of the association to suffer on that account, however, and freely paid their own expenses. In the large amount of correspondence incidental to our work, Secretary Wooten's efforts were very valuable, and were greatly appreciated.

This committee did not consider it advisable to do anything in the matter of trade-marks and copyrights, as this question had been placed in the hands of a very competent committee, which will, no doubt, submit an able report upon the subject.

The committee desires to call earnest attention to the advancement of the pharmacists in the Marine, Navy, Army and Government service generally, and we would recommend that this be given special consideration, seeking to secure recognition of the title of "pharmacists" for those who are at present serving under the unjust classification of "hospital stewards," and endeavoring also to procure for those of our craft the proper compensation, which such of our profession rightfully deserve; to this end we would urge that strong resolutions bearing upon this point be adopted by the N. A. R. D., and forwarded to the proper authorities at Washington.

Respectfully submitted,

Thomas Stoddard,

Chairman.

J. Hal. Bobbitt,

F. W. Meissner,

William Gansewitz,

Committee.

The report was received and referred to the Committee on Resolutions, with instructions to return it with recommendations on the subject of increased rank for pharmacists in the Government service.

Following this came the report of the Committee on Commercial Relations, presented by Jesse L. Nelson, of Tennessee:

Committee on Commercial Relations.

After dwelling upon the difficulty involved in solving the problem of "cut rates," especially when the anti-trust laws operating in some of the States are considered, the committee urged aggressive measures and early dates for decisive action. They had asked and received ideas on maintaining figures in other lines of trade from Earl & Wilson, the Oliver Chilled Plow Company, the Eastman Kodak Company, and Spalding, of sporting goods fame. They recommended, therefore, as a result of these suggestions that since the

courts had decided that the inventor of a remedy had the right to fix the price of that article, and that he may lawfully insist that the purchaser or retailer shall not cheapen that same article by selling or offering it for sale below this stated price, then he has the legal right to close the door on that purchaser's procuring his product. The committee therefore recommended that the manufacturers of proprietary remedies be requested to begin the first day of January, 1901, and enforce the contract or rebate plan through the jobber to the retailer, making it equally as binding upon the one as the other, no goods sold until contract signed be required of each, and at the expiration of each quarter, if a sufficient amount of any one of these articles had been purchased by any one retailer from any one jobber, and the retail price of the same maintained, then the jobber by



JESSE L. NELSON,

Jackson, Tenn.

Chairman Committee on Commercial Relations.

agreement with the manufacturer shall rebate this purchaser.

Should the retail druggist violate his contract and cut prices, this to be decided by three-fourths of the druggists of his community, or the local association, then his supplies must be discontinued. Furthermore, the jobber, as per rebate contract, must confine his sales of these proprietary remedies to the recognized retail drug business in communities where retail drug stores exist, for they alone can be expected to maintain prices in good faith.

A strong effort was made to make the report a special order for consideration at the evening session, Harry Wise, of Chattanooga, making a powerfully eloquent appeal in favor of a motion of this kind. Mr. Muir, of New York, opposed the motion, saying he feared so early a consideration of the report would intrench to some extent upon the work of the Executive Committee, and his views prevailed, the association voting to hear the report of the Executive Committee at the evening session, and consider afterward the recommendations of the Committee on Commercial Relations.

A short recess was taken, during

which the delegates selected members for the committees on nominations and resolutions. Upon reconvening the roll of States was called, and the following selections reported:

Committees on Nominations and Resolutions.

The first name is that of the member of the Committee on Nominations, and the second name is that of the member of the Committee on Resolutions. Where but one name appears the delegate acts upon both committees.

Alabama—W. E. Bingham.
Connecticut—John W. Lowe, Chas. A. Rapsley.
Georgia—H. H. Arrington.
Illinois—John I. Straw, F. Lueder.
Indiana—F. W. Schultz, F. W. Meissner.
Iowa—A. A. Broadie.
Kansas—F. E. Holliday.
Kentucky—Simon N. Jones, F. B. Wood.
Maine—M. L. Porter.
Massachusetts—F. A. Hubbard, J. F. Guerin.
Michigan—Chas. F. Mann, A. H. Weber.
Minnesota—C. A. Huhn, Herman Kletske.
Missouri—F. N. Federmann, H. F. Hassebrook.
New Hampshire—F. L. Way.
New Jersey—John C. Gallagher, Chas. F. Kuehne.
New York—Wm. Muir, Felix Hirsman.
North Carolina—P. W. Vaughan.
Ohio—A. O. Zwick, F. B. Stevens.
Oklahoma—F. B. Lillie.
Pennsylvania—W. A. Rumsey, W. G. Marzell.
Tennessee—Harry Wise, J. L. Nelson.
Wisconsin—A. A. Pardee.
Province of Quebec—Henry Willis.

Report of Transportation Committee.

John W. Lowe, chairman of the Committee on Transportation, submitted a report. He said that through the kindness of Secretary Wooten the committee has been relieved of much of the work that usually pertains to it. As soon as possible after August 21, when announcement was made by the secretary that all his efforts to obtain a two weeks' extension on the tickets had failed, no time was lost in informing the affiliated associations of the concession of a fare and a third for the round trip made by the various passenger associations throughout the country, and announcement was made that the several members of the Transportation Committee would make transportation arrangement for their respective localities.

After the reading of congratulatory messages from E. B. Helmstreet, secretary of the Wisconsin Pharmaceutical Association, and Robert Stevenson & Co., of Chicago, the afternoon session was adjourned.

THIRD SITTING.

Wednesday Evening.

The entire time of the evening session on Wednesday was taken up with the reading of the report of the Executive Committee and subsequent debate as to the proper method of disposing of the document. Some members, prominent among whom were Harry Wise, of Tennessee; Mr. Carter, of Indiana, and Julius Hammer, of New York, argued in favor of a free discussion of the report in open meeting before referring it to the Committee on Resolutions for consideration. This proposed course of action was opposed by Chairman Holliday and others. Mr. Wise, who is an able and convincing speaker, resented in a very dignified manner certain imputations made against him. He held that he had the right as an accredited delegate to press forward his point without being accused of motives which had

no existence, and the introduction of personalities in a discussion of the kind under way was something he was not prepared for. The matter was finally adjusted on the motion of John I. Straw, of Illinois, to make the report of the Committee on Resolutions on the Executive Committee report the first order of business for Friday morning's session.

Report of the Executive Committee.

By F. E. HOLLIDAY,
Topeka, Kan.

The report opened with an expression of satisfaction at the substantial advance which had been made during the year in the furtherance of the plan confided to the care of the committee. The committee had endeavored to make it plain to all that it would accept none but whole hearted, earnest, unequivocal support for the plans of the N. A. R. D., and proceed on the conviction that no plan can succeed permanently which contains an underlying element of friction or dissatisfaction. The report continued:

We have achieved, we believe, all that possibly could be accomplished in the time intervening since the last meeting. We feel that we can now say to you that the plans proposed by the retail druggists in the convention at St. Louis have been accepted on an effective workable basis by manufacturers and jobbers. Or, to make the statement definite, our plan for the prevention of cut prices on proprietary medicines has been accepted, not only by the representative national associations of the manufacturing and jobbing branches of the trade, but has been accepted by nearly every one of the leading manufacturers of proprietary medicines, acting individually, and has also been accepted by the jobbing trade, representing, it is estimated, 99 per cent. in volume of the jobbing drug business of the country, acting individually.

The committee has confined its efforts as closely as possible to the single proposition for the abolition of price cutting on proprietaries, and whatever proposals have been advanced which conflicted with the success of that proposition have been set aside in the interest of the undertaking of greater present importance.

One large firm in the East had proved recalcitrant, Mr. Holliday said. After entering heartily into the original movement, agreeing to the plan then beginning to become operative and asking that the widest publicity of their adherence to the plan be published in the drug press, this firm later refused to issue a price-list, according to agreement, and stopped all communication with the Executive Committee of the association. Mr. Holliday thought that some action should be taken by the association to rebuke a firm which had treated the Executive Committee with such scant courtesy, and Mr. Pritchard, of the Western Pennsylvania Association, evoked a burst of cheering by exclaiming, "Leave the Western Pennsylvania Association to deal with them." This is one of the most powerful local associations in the membership of the N. A. R. D. It has a membership exceeding 300, and sent 35 representatives to the meeting with three delegates.

After this not unwelcome interruption Mr. Holliday continued with his report, and recited the action taken at the Cincinnati meeting, which necessitated the increase in the annual dues from 25 to 50 cents. The appointment of the chairman of the committee as assistant to the chairman of the Proprietary Goods Committee of the N. W. D. A., was touched upon briefly. The prosecution of the N. A. R. D. plan, the report stated, required funds. The as-

sociation was not prepared for aggressive action in this direction, as such action contemplated an individual canvass of the leading manufacturing houses. On this account and for other reasons the proposition of the Proprietary Goods Committee to relieve the N. A. R. D. of expense with reference to the work of the chairman of the Executive Committee was favorably considered. The character of the services which Mr. Holliday was able to render the retail trade was then outlined. He said:

THE LIST OF JOBBERS.

As a matter of record the chairman of this committee, acting for the committee of the two associations, has done more for the retail trade than, in the nature of things, he could accomplish for the jobbing trade. The first important work to engage the attention of the committee was the preparation of a list of drug jobbers, which list should be accepted by the manufacturers, and to which they should limit the distribution of their goods. This work was attended with many unforeseen difficulties, retail druggists in some localities recommending lists which were not at all acceptable to the manufacturers. These cases required individual consideration and caused loss of time. The list, as finally completed and accepted by manufacturers and jobbers, is believed to be fair to the retail trade, and even smaller than we had expected. The committee believes that through the success of our plan practically all of the causes for dissension between local jobber and retailer will be removed.

AGAINST BUYING CLUBS.

In some localities retail druggists had associated themselves into buying clubs, purchasing proprietaries in quantities for distribution to their members. The committee in the discharge of its duties, under the distinct proposition of this association made and accepted by the proprietary and jobbing associations in session in 1898 at St. Louis, and reaffirmed at Cincinnati, was unable to recommend that such clubs be placed upon the jobbing list. It is believed that these retailers connected with such clubs have appreciated not only the justice of the action of the committee, but the fact that the committee, acting under the instructions of the N. A. R. D., had no option in the matter.

THE MEETING IN CHICAGO.

The committee convened in Chicago December 18, 1899. The purpose of this meeting was to receive a report of progress by the chairman; to consider the action with reference to the list of jobbers; to estimate the finances of the association with reference to work for the future, and to take such action as would appeal strongly to the associations in membership in support of the efforts of the committee with other branches of the drug trade. At this meeting the chairman of the committee was directed to use the full strength of the association in securing, as early as possible, the individual signature of every prominent manufacturer to the support of our plan to maintain full prices.

MANUFACTURERS WHO CO-OPERATE WITH THE N. A. R. D.

In conformity with this action, and with the support of the National Wholesale Druggists' Association through its Proprietary Goods Committee, the following manufacturers agreed to adopt and abide by the plan:

The J. C. Ayer Co., Lowell, Mass.
C. I. Hood & Co., Lowell, Mass.
Lydia E. Pinkham Medicine Co., Lynn, Mass.
F. E. & J. A. Greene, Boston, Mass.
World's Dispensary Medical Association, Buffalo, N. Y.
Dr. D. Jayne & Son, Philadelphia, Pa.
The Pisco Company, Warren, Pa.
California Fig Syrup Co., San Francisco, Cal.
The Centaur Co., New York City.
The Peruna Drug Manufacturing Co., Columbus, O.
Dr. Kilmer & Co., Binghamton, N. Y.
Dr. Miles Medical Co., Elkhart, Ind.
J. W. Campion & Co., Philadelphia, Pa.
Kickapoo Indian Medicine Co., New Haven, Conn.
J. M. Grosvenor & Co., Boston, Mass.
Sterling Remedy Co., Chicago and New York.
Dr. Seth Arnold Medical Corporation, Woonsocket, R. I.
The Athlophorus Co., New Haven, Conn.
Battie & Co., St. Louis, Mo.

Brown Medicine Co., Erie, Pa.
N. K. Brown Medicine Co., Burlington, Vt.
Chamberlain Medicine Co., Des Moines, Ia.
Chattanooga Medicine Co., Chattanooga, Tenn.
Crab Orchard Water Co., Louisville, Ky.
E. C. De Witt & Co., Chicago, Ill.
Ely Bros., New York City.
M. M. Fennel, Fredonia, N. Y.
William Fosgate, Auburn, N. Y.
Seth W. Fowle & Son, Boston, Mass.
Garfield Tea Co., Brooklyn, N. Y.
Glipin, Langdon & Co., Baltimore, Md.
Graefenberg Co., New York City.
G. G. Green, Woodbury, N. J.
J. H. Guild, Rupert, Vt.
W. T. Hanson Co., Schenectady, N. Y.
Henry, Johnson & Lord Co., Burlington, Vt.
Henry Pharmacal Co., Louisville, Ky.
W. H. Hill Co., Detroit, Mich.
Hiscox Chemical Works, Long Island City, N. Y.
T. H. Jackson & Co., Quincy, Ill.
Lawrence-Williams Co., Cleveland, O.
Norman-Lichty Manufacturing Co., Des Moines, Ia.
Lightning Medicine Co., Muscatine, Ia.
Ell Lilly & Co., Indianapolis, Ind.
Mages Emulsion Co., Troy, N. Y.
Meade & Baker Carbolic Mouth Wash Co., Richmond, Va.
Merchant's Gargling Oil Co., Lockport, N. Y.
J. S. Merrell Drug Co., St. Louis, Mo.
Wm. S. Merrell Chemical Co., Cincinnati, O.
Morgan Drug Co., Brooklyn, N. Y.
Omega Chemical Co., New York City.
Pabst Brewing Co., Milwaukee, Wis.
Paris Medicine Co., St. Louis, Mo.
J. J. Pike & Co., Chelsea, Mass.
E. C. Powers, Boston, Mass.
Radway & Co., New York City.
D. Ranson, Son & Co., Buffalo, N. Y.
S. T. W. Sanford & Sons, Long Island City, N. Y.
J. H. Schenck & Son, Philadelphia, Pa.
R. I. Schiffman, M.D., St. Paul, Minn.
J. Harrison Whitehurst Co., Baltimore, Md.
I. O. Woodruff & Co., New York City.
Orator F. Woodward, Le Roy, N. Y.
Woodward Chemical Co., Limited, Toronto and Buffalo.
A. C. Meyer & Co., Baltimore, Md.
B. O. & G. C. Wilson, Boston, Mass.
While this list does not represent all manufacturers of proprietary goods, it does include a sufficient number to answer our purposes in the practical inauguration of the plan.
The plan was first presented for acceptance to the five firms of the J. C. Ayer Company, C. I. Hood & Co., Lydia E. Pinkham Medicine Co., F. E. & J. A. Greene and Wells & Richardson Co., and by them approved.

THE WELLS & RICHARDSON CO. BACK OUT.

When it came to issue a new price-list to the jobbing trade embracing the features of the plan, however, the last named house saw fit to withhold its support, and has refused to discuss the question.

Each of these manufacturers, acting individually, sent the following communication to the jobbing trade:

"To houses we appoint as wholesale distributing agents, who do not quote or sell our preparations, either directly or indirectly, or divide the above quantity with any party or parties, or permit our goods to be disposed of in any way by their salesmen or others at less prices than those above stated, a rebate of — per cent. will be allowed.

"Believing that the sale of our goods to aggressive cutters and brokers is detrimental not only to our business, but to that of the retail trade as well, we will decline to sell our preparations to any party supplying such cutters or brokers, either directly or indirectly, with our goods at any price.

"Should complaint reach us that parties violate these terms, or we have reason to believe that they have done so, we shall exercise our judgment, whenever we are satisfied that these terms have been violated, to decline the orders of parties who have failed to maintain them.

"The above conditions are imperative and the violation of them will be regarded as an abandonment of the rebate plan by any parties who have been acting as our wholesale distributing agents."

The proprietors also submitted the following condition to the jobbers who accepted their proposition as distributing agents:

"Jobbers, through their salesmen, must refrain from running down proprietary goods, and give instructions to sell what is called for, without preference to any particular article which may happen to pay a higher profit. Jobbers are to refrain from asking further discounts than those at present allowed. Each jobber for himself to discontinue his non-secret department. Jobbers to refrain from selling proprietary preparations

at any price, either directly or indirectly, to aggressive cutters and brokers, or to any party supplying aggressive cutters or brokers."

PLAN GOES INTO OPERATION.

To secure an understanding of the attitude of the different branches of the trade with reference to the action of the proprietors, the Executive Committee met in Chicago last April. At this time a conference was had with representatives of the N. W. D. A. and the P. A. A. This conference resulted very satisfactorily and marked the beginning of the execution of the N. A. R. D. plan to prevent price cutting. In view of the attitude of the proprietors, and to promote needful co-operation, the Executive Committee, at this meeting, adopted the following resolutions:

"Retailers, in exchange for this concession on the part of the manufacturers to limit the distribution of goods, and on the part of jobbers to refuse all orders from aggressive cutters and brokers, are not to substitute when standard proprietary articles are called for, but in each case will give the customer what is asked for without argument."

The annual meeting of the Proprietary Association was held in New York May 2-5. The chairman of your committee attended this meeting and was ably assisted by J. C. Gallagher, of Jersey City. The efforts of the committee secured the adoption of the following resolution by that association:

"Resolved, That the Proprietary Association of America indorses the plan of the National Association of Retail Druggists, and commends it to the favorable consideration of the members of this association."

RECOMMENDATIONS OF THE COMMITTEE.

The effective operation of this plan of this association, in accordance with the understanding had at the conference of the joint committee which met in Chicago in April, depends upon the designation of aggressive cutters by the retail trade of each locality. It is understood that 75 per cent. of the retail trade of the locality shall have the right to notify the jobbers doing business in their respective localities of any person or persons who are selling the goods of the proprietor in violation of the terms made by the proprietor to those jobbers who have accepted distributing agencies for the proprietor. In presenting this matter for the action of the associations in membership, the committee, because of great variance in local conditions, found it necessary to leave the question of method in the designation of aggressive cutters to the judgment of the local associations. The committee recommended, however, and firmly believes it to be the best policy, that the wisest plan to pursue is that all consideration of past offenses be overlooked, and that a schedule acceptable to 75 per cent. of the trade shall be prepared and submitted to every retail dealer in the territory of the association, and that only those who refuse to abide by this schedule shall be regarded as aggressive cutters and be so reported. The committee believes that the N. A. R. D. has neither the time nor the disposition to punish any one for past offenses. The association looks only to the future, believing that its common-sense and sound business proposition will command the loyal support of every honest retail dealer. It is, therefore, but just that a clear proposition be placed before each dealer, which action it is believed, will greatly reduce opposition, dispel distrust and ill feeling and hasten our success.

LOCAL ASSOCIATIONS TO TREAT LOCAL MATTERS.

The committee believes that in order to have the respective duties of the National Association and the various associations in membership clearly defined in this matter, that it is best for the local associations to confine their notifications with respect to aggressive cutters to the jobbers doing business in their respective localities. The facts concerning all such notifications should be sent to the secretary of the N. A. R. D. This, it will be observed, leaves the notification of manufacturers as to aggressive cutters and as to disloyal jobbers in the hands of the National Association. In view of the local character of the business of the jobber, and the national character of the business of the manufacturer, it is believed that this method of handling the details of the plan will be productive of the least labor and confusion.

A MOVE TO SUPPRESS CUT RATE ADVERTISEMENTS.

It is well known that proprietary goods can only be handled at our prices through the aid of advertising. It is also well known that only goods which have come to be associated in the public mind with a definite price, which price is accepted as standard, are ever advertised at our prices. The cutter thus displays to the world the dishonest nature of

his transaction in trading upon a popularity established by some one else. Believing that when these facts shall be brought to the consideration of the publishers of newspapers of the country they will refuse to lend their columns to the aid of such unfair business methods, the committee has suggested to many large advertisers among the manufacturers of proprietary medicines the justice of their soliciting the publishers to decline to publish advertisements of the manufacturer's products offered by persons other than the manufacturer at prices which can only be maintained upon the supposition that substitution is practiced and, therefore, a fraud worked upon the public and a loss caused to the reputation of the manufacturer's product. The result of this suggestion has been quite gratifying, many leading manufacturers readily agreeing to direct the attention of the public press to the matter. The committee believes that this question is worthy some formal action by this association.

CO-OPERATIVE ADVERTISING COMMENDED.

In communities in which aggressive cutting may prevail for a time and for the purpose of setting the public mind right in its judgment upon the merits of our position, the plan of co-operative advertising in the local press by the retail druggists of the community may be productive of good results. There can be no question of the side the public will support, if the retail trade will go be-



ARTHUR TIMBERLAKE,
Indianapolis, Ind.

Member Executive Committee.

fore it with a plain statement of the facts. It is a firmly established principle in the public mind that every line of commerce and industry shall stand upon its own merits, and the products of one line cannot be diverted to another for the purpose of baiting the public, without recoil upon those who so misjudge public honesty as to employ such business methods.

THE PAYMENT OF DUES.

The committee would direct the attention of the association to the fact that, notwithstanding the actual expenses of the Executive Committee, and the actual expenses for printing incurred by the secretary's office, are much below the estimate made to the last meeting, the funds of the association have not been adequate when most needed to the proper promotion of the interests of the organization. It is believed that a per capita assessment of fifty cents of each member of the association connected with the N. A. R. D. would be sufficient, if promptly paid, to meet the expenses. It seems, however, that the question of payment of dues has not been satisfactorily settled between State and local associations. The committee refers to the matter here with the hope that during the next year local associations, which are in position to render more prompt support to the national body than State organizations, will be careful to collect and remit the per capita of every member, leaving the deduction in the case of duplicate membership to be made by the State association.

LOCAL ORGANIZATION THE CHIEF THING.

We commend to the consideration of the association the great importance to the full and final success of the work upon which this committee has been engaged for the past two years of thorough organization of the retail trade throughout the country. The progress in this direction during the past year presents features of encouragement. On the other hand, unwise action has in the instances of New Jersey, Virginia and South Carolina resulted from lack of strength locally. The committee believes that the action taken in Cincinnati in placing the work of organization under the direction of the secretary of the National Association was calculated to produce the best results. With sufficient funds in the Treasury to push organization at the most propitious time, and with the aid of local associations' new members. It is believed that the secretary should be able to promote satisfactorily the more general organization of the retail trade.

There was some discussion as to the disposition of the report, several members insisting upon its immediate consideration in open meeting, but on motion of John I. Straw, of Chicago, it was referred to the Committee on Resolutions and made the special order of business for Friday morning's session. The sitting was then adjourned at 9.20 o'clock.

FOURTH SITTING.

Thursday Morning.

The first business taken up for consideration at the sitting on Thursday morning was the report of the Committee on Trade-Marks and Patents. It was presented by J. C. Gallagher.

Report of Committee on Trade-Marks and Patents.

After telling at length of the arrangements made for a hearing before the Commission appointed by President McKinley to revise and amend the patent and trade-mark laws, the report tells of how an argument had been prepared setting forth all the requests of the N. A. R. D. when the sudden change of mind on the part of the Commission in selecting Chicago instead of New York took them unawares. Despite that action, however, the N. A. R. D. was ably represented at the hearing on March 8 last by Messrs. Bodeman, Engelhard and Wooten. Their claims were forcibly urged upon the Commission as being of such a nature that justice and equity demanded that remedial legislation be applied. The committee being deprived of the opportunity of being present at the hearing, owing to the short notice of the change of location, embodied their views of the existing defects in a paper which they forwarded to the members of the Commission.

The argument, after dwelling upon the fact that the unjust features of the present laws and the resultant evils, in so far as they affected the pharmaceutical trade of the country, were so apparent that they would of themselves furnish an unresisting argument of the urgent necessity of revision, detailed the existing unjust features as follows:

1. Of the patent laws in that they grant:
 - (a) Monopolies on the drug itself, thereby stifling invention and encouraging exorbitant prices.
 - (b) Too liberal concessions to foreigners.
 - (c) Their laxity.
2. Of the trade-mark laws in that they grant:
 - (a) Trade-marks on the name of the article.
 1. Patent laws:
 - (a) The present patent laws are supposed to grant a limited monopoly to the inventor as a reward for the new good that his ingenuity and labor has conferred on the people at large; often this reward is out of pro-

portion to the deserts of the inventor, for by granting letters patent on the article itself and not on the process of manufacture only we stifle the inventive energy of this country. Hence the monopoly is too extensive and stimulation of personal greed results as opposed to the general good. The classes and not the masses are directly and indirectly benefited, exorbitant prices are demanded and exacted. An illustration of this fact may be adduced from the well-known medicinal remedy, Antipyrine, which, when under the protection of our patent laws, retailed for one dollar and a half an ounce; after expiration of the patent the same article may be bought for eighteen cents an ounce.

(b) Foreign countries—viz., Argentine, Austria, Belgium, Bolivia, Denmark, France, Germany, Hungary, Italy, Japan, Norway, Portugal, Russia, Sweden, Turkey, Uruguay—do not grant patents on medicinal preparations and chemicals; some grant the patent on the process only—not on the product. Surely our country, which makes the proud boast of encouraging and protecting home industry, should not be less solicitous of its citizens' welfare. Some of these countries compel the inventor, as a condition upon which the patent is granted, to manufacture the article within the confines of the country that grants the letters patent; we do not, and the result is that an article patented in this country may be manufactured in another country and imported, much to the detriment of our home industries. Here again the general good is ignored and private gains augmented. Protection to other industries have produced such good results that to-day they are exporters instead of importers, while in the drug industry the opposite obtains.

(c) It is a notorious fact that many letters patent are granted on drugs and chemicals that cannot substantiate their claims of conferring additional good on mankind. This is due to the laxity of our present patent laws, and owing to the failure of proper investigation and experimentation being instituted to attest these claims, the average time given to the consideration of an application being insufficient to fully establish the merits or demerits of the invention.

The remedy we desire is:

First: That adequate time be given to investigate the merits claimed by the inventor.

Second: Patents should be granted on the process only—not on the product.

Third: Articles made according to the process patented must be manufactured in this country.

Fourth: No foreigners be granted greater privileges in this country than is given to them by their own.

As an alternative for second, we desire that the revised patent laws forbid the granting of letters patent of medicines, as the term is understood in the art of healing.

TRADE-MARKS.

The predominant iniquity of our present trade-mark laws is that they secure to the owner a too exclusive right to the name of the article. This name might be a word coined by him, or one or a combination of words in ordinary usage; they allow the possessors of patents to continue the life of the monopoly granted by the letters patent by claiming a perpetual protection by reason of their registered trade-mark or trade-marks.

REMEDY.

(a) No trade-mark be granted on a name or combination of names coined or otherwise.
(b) That the trade-mark rights be confined entirely to brands, symbols, signs and devices.

In conclusion, the Commission is asked to revise the statutes relating to patents, trade and other marks and commercial names, and to give due consideration to the argument. The "reciprocity" that now obtains puts the United States pharmacist at the mercy of the foreign manufacturer, and the present laws contain no remedy against the exorbitant prices demanded and received. As the representative of 38,000 retail druggists, the chairman makes the request, and in concluding states that they are determined to agitate these measures for relief until Congress sees the justice of their demands.

Following the argument, the committee, in its report, states that it believes that the claims of the patentees of pharmaceutical products could be disposed of by proper litigation, and that many

of the claims that the products are new would not stand the scrutiny of the court. The case of Dickinson against Maurer in Philadelphia, in which the moot point is the validity of the phenacetin patent, had been placed on the trial calendar for October next after pending two years, in spite of the request of the plaintiff for a further extension of time.

The committee had been delayed in taking the initiative in starting ways and means for relief because of the delay on the Commission's part in not reporting, but it was believed their final report will be made at the next session of Congress. Should their demands receive no consideration at the hands of the Commission, they recommend that a bill be drafted, embodying the remedial legislation desired, and then each affiliated association should enlist the attention and co-operation of its Congressional representatives, apprise them of the injustice done by the present trademark and patent laws to home industry, and then they might reasonably hope to secure the necessary number of votes to confer a lasting benefit upon the overtaxed and monopoly burdened retail druggist.

In their report the Committee on Trade-Marks and Patents made reference to the action taken by the Ohio State Pharmaceutical Association at the meeting held at Put in Bay, June, 1900. The action referred to took the form of the following resolution: That it be the sense of this convention that no imported product should be accorded a greater measure of legal recognition by the Government of the United States than such product is accorded by the country of its origin.

The sentiment being "America for Americans," first, last and all the time, the Ohio Association prided itself on its support of the Committee on Trade-Marks and Patents of the N. A. R. D.

Adopted by a Rising Vote.

The report was well received, many of the passages being loudly applauded. Wm. Bodemann, of Chicago, was recognized as soon as Mr. Gallagher ceased speaking, and addressing the president, he said:

"In place of referring this report to a committee I move that we adopt this report by a rising vote," whereupon Mr. Stoddart, of New York, added, "and spread upon the minutes." The action indicated was at once adopted.

President Jones read a communication from Charles E. Fletcher, of the Castoria Co., New York, in which it was shown that the firm had refused to fill an order for goods from a department store.

Pharmaceutical Legislation.

The order of business was resumed, and Wm. McIntyre, of Philadelphia, presented the report of the Committee on Pharmacy Laws. The committee, he stated, had been unable to hold a meeting, and it had received no suggestion from any source as to how it could be of use. He desired, however, to offer a few observations on the course of pharmaceutical legislation in relation to education in pharmacy, and he said:

Pharmacy laws are made by the State for the protection and benefit of its citizens. In the administration of these laws the unfailing zeal and steadfastness of purpose of

the several boards of pharmacy have led to an increasing better understanding of the conditions which can be evolved and the attainment of the highest measures of advantage from their enactment; and, since drug legislation is in the nature of restrictive legislation, we see no good reason why it is not made exclusive in so far as the selling of merchandise which is either remedial or quasi-remedial, or that when improperly used may be prejudicial to the public health.

It must be apparent that any law of this character requires for its best administration persons of intelligence and education, and those registered under it should be dependable men and imbued with an upright determination to produce good results. Therefore it is wise to give thought in this direction and encourage proper discrimination as to those who are desirous of learning the business, and in these days of popular education a complete high school course would be a proper preliminary preparation. And later on, when examined by the Board of Pharmacy, a previous graduation from an acceptable college of pharmacy would be a requirement.

THE MODEL PHARMACY LAW.

The American Pharmaceutical Association at its recent meeting devoted much time to the reading and discussion of a carefully prepared paper by J. H. Boal, under the style of a "General Form of Pharmacy Law Suitable for Enactment by the Several States of the United States." We feel under obligation for this work, and yet, owing to various possibilities, each item must be considered not only from the standpoint of intrinsic merit, but the uncertainty of legislative enactment.

It is the design of those instrumental in the formation of the Association of Pharmaceutical Faculties to improve and adapt the course of study and laboratory work of these schools to the present needs of the pharmacist, and since the boards of pharmacy are in the nature of independent examining boards, we believe a thorough understanding of the problem and adoption of methods would be hastened by joint meetings of these two agencies.

We believe an organization of State boards of pharmacy would be advantageous. They might be entirely separate from the N. A. R. D. and yet hold their annual meetings at the same time and place, and our Committee on Pharmacy Laws could be instrumental in bringing about this condition.

On motion of Wm. Muir, the report was accepted and placed on file.

The Committee on Form of Organization submitted its report through L. C. Hopp, in the absence of R. M. Dadd, chairman, as follows:

Report of Committee on Form of Organization.

The Committee on Form of Organization begs to submit to the consideration of the association the following recommendations:

We recommend that Article III, on Membership, Section 2, be amended to read:

"Section 2. Each State and local association shall be entitled to one delegate for each fifty active members or fraction of fifty members. Such delegates shall be actively engaged in the retail drug business."

We recommend that Article IV, Section 2, referring to an Executive Committee, that said Section 2 be amended by the addition at the end of the section of the following:

"In the event of a vacancy on the Executive Committee the president shall have the authority to fill such vacancy by appointment."

We recommend that Section 2 of Article VI, on Standing Committees, be amended by the addition of the following, as a Standing Committee: "(e) On Form of Organization, five members."

Also that Section 3 of said Article VI, relating to special committees, be amended as follows:

"Section 3. The following Special Committees are established:

"A Committee on Nominations, and a Committee on Resolutions, one member from each State represented."

The number of changes the committee deems advisable to recommend in the by-laws suggest the advisability of presenting a complete draft of by-laws, which retains the present rules and incorporates in what is deemed the best form the changes we desire to submit to the consideration of the association.

BY-LAWS.

First: Each delegate shall be entitled to a vote upon all questions coming before the

association for consideration, when present in person or by alternate; and delegates present are empowered to cast the full vote of their delegate representation. Delegates receiving appointment as chairmen of standing committees at any annual convention, or otherwise, in accordance with the constitution and by-laws, shall be entitled to all the privileges of membership in the association until their respective successors are chosen.

Second: Proxies shall not be recognized from any association when presented by a person doing business in another State; nor when the person presenting such proxy resides at a greater distance than fifty miles from the headquarters of the association issuing such proxy.

Third: All committee appointments not provided for in the constitution, or whose members are not designated by vote of the association, shall be made by the president, with the exception of the Committee on Nominations and the Committee on Resolutions, which shall be selected by the respective State delegations.

Fourth: The fiscal year shall be identical with the calendar year, and the dues of the affiliated associations shall be payable at the beginning of the fiscal year.

Fifth: The association shall meet annually at such time and place as the Executive Committee shall determine. The president shall call special meetings at such time as the majority of the Executive Committee shall direct.

Sixth: A delegate vote of twenty-five members shall constitute a quorum, provided not less than seven States are represented.

Seventh: Order of business:

1. Call to Order.
2. Appointment of Committee on Credentials.
3. Reports of Officers.
4. Report of Committee on Credentials.
5. Reports of Standing Committees.
6. Selection of Committees on Resolutions and on Nominations.
7. Miscellaneous Business.
8. Report of Committee on Resolutions.
9. Report of Committee on Nominations.
10. Election and Installation of Officers.

Eighth: All resolutions introduced, together with the reports of the president, the secretary and the Executive Committee, as also the reports of the committees on National Legislation, Commercial Relations, Trade-Marks and Patents, and Pharmacy Laws, shall be referred to the Committee on Resolutions, unless otherwise determined by vote of the association.

Ninth: Any part of these by-laws may be amended or repealed at any annual meeting by a majority vote of all the delegates entitled to voice in the proceedings of the association.

It was moved to act upon the various proposed amendments to the constitution and by-laws separately, which was done, and after making some minor changes the report of the committee was adopted as a whole.

A National Salesman's Card Proposed.

An effort was made by some of the delegates to commit the association to the use of a national salesman's card, such as is issued by several of the local associations—Pittsburg and Cleveland, for example—and a motion providing for this was introduced by I. N. Helms, of Indianapolis. The idea was warmly indorsed by E. A. Schellentrager, who made a lengthy speech in support of it. He said he knew of nothing that would advance the interests of the N. A. R. D. so much as the adoption by it of the card system. L. C. Hopp did not approve of the plan. Although the system worked well in small communities he did not consider it feasible to put it in operation generally throughout the country under the authority of the National association. It must be operated locally through the local organization, as it has been so successfully in Cleveland and Northern Ohio. Mr. Hopp urged an extension of local organization, and recommended the employment of a canvasser or organizer, who knew nothing of drugs. If, said he, the National association had 25 States organized after the plan followed out in Northern Ohio the druggists of the

country could dictate any terms to the manufacturer.

Views of a Manufacturer.

The privileges of the floor being granted to W. H. Hill, of the W. H. Hill Company, Detroit, manufacturers of Hill's Cascara Bromide Quinine Tablets, the views of a manufacturer on the question of a national salesman's card were obtained. Mr. Hill said it would work an injustice to many manufacturers if a card of the kind referred to was to be adopted. He said it was not always possible to hire responsible travelers who would protect the interests of their employers in the matter of refusing to sell to cutters. He suggested the issuance of a local card having a time limit of 30 days.

B. E. Pritchard expressed the opinion that the issuance of a national card would discourage local organization and he was opposed to it.

Thomas Layton, of St. Louis, opposed the use of a national salesman's card on the ground that it would conflict with the anti-trust laws of his State.

E. C. De Witt, chairman of the Legislative Committee of the Proprietary Association, related an experience he had had with the operation of the card system, which went to show that the system was capable of working an injustice to manufacturers who made every effort to keep their goods out of the hands of cutters, but who may do business with retailers in a large way. He stated that his firm employed about 50 traveling salesmen. A short time ago they received a letter from the Northern Ohio Druggists' Association suggesting that they take out a card. Not imagining that there would be any difficulty about obtaining a card, as the firm had always maintained prices and has refused to ship goods to a town where they knew the intending purchaser was working against the interest of the druggists of the locality, Mr. De Witt made application for a card, and he was annoyed to have it withheld until he had entered into an agreement to restrict sales to jobbers only. He desired to know, in view of his well-known efforts to maintain prices, why he should not be given a card. He would prefer the local druggists to furnish him a list of cutters with a request not to sell to such a list, and he would agree to do as requested.

Julius Hammer, of New York, introduced a resolution to recognize the Associated Drug Co., of New York, as a firm of jobbers, which was referred to the Committee on Resolutions.

Invitations were received from representatives of the cities of Indianapolis, Chattanooga, Put in Bay and Milwaukee to hold the next annual meeting at the places named, but no action was taken, the matter of selection of time and place of next meeting being left to the Executive Committee of the association. The session was adjourned at noon, the remainder of the day being spent in an inspection of the laboratories of Parke, Davis & Co. and a steamboat ride on Lake St. Clair.

FIFTH SITTING.

Friday Morning.

The Word "Substitution."

The report of the Committee on President's Address was presented after the

convention was called to order at 9.30 a.m., and aroused the greatest interest. The various recommendations were taken up and acted upon separately. The use of the word "Substitution" in the third recommendation was strongly objected to. Thomas Stoddart, of New York, went so far as to declare that in the case of patent medicines the word "substitution" had no application. He said: "There is no such word as 'substitution' in patent medicines, and I would therefore move that the word 'substitution' be stricken out of the proceedings entirely." Thomas Voegeli did not agree with Mr. Stoddart, and defined substitution as the act of foisting upon a customer the druggist's own make of sarsaparilla, say, when a definite make like Hood's or Ayer's is ordered.

Thomas Layton, of St. Louis, took a most extreme view of the matter and roundly condemned the action of certain manufacturers in using the word substitution in their advertisements to the degradation of the retail drug trade.

J. W. Seeley, of Detroit, said that the drug trade of the country owed it to the manufacturers who had created the demand to give the customer exactly what he called for without question. If druggists did otherwise they took an unfair advantage of both the customer and the proprietary medicine manufacturer.

On motion of W. G. Gregory it was finally resolved to defer consideration of Recommendation No. 8 till the afternoon session after consideration of the report of the Committee on Resolutions. The remaining recommendations were adopted without much debate. The report follows:

Report of Committee on President's Address.

Your committee, to which was referred the president's address, beg leave to report as follows:

1. We approve the president's recommendation "that this association should acknowledge the lasting debt we owe" to the pharmaceutical press for its "valuable assistance to the officers of the association."

2. We recommend that this association approve the employment of the chairman of our Executive Committee as an assistant to the chairman of the Proprietary Committee of the N. W. D. A.

3. We approve the recommendation of the president that this association reaffirm its pledges made to the N. W. D. A. and the P. A. of A. and to that and recommend the adoption of the following resolution of our Executive Committee:

"Retailers, in exchange for this concession on the part of manufacturers to limit the distribution of goods, and on the part of jobbers to refuse all orders from aggressive cutters and brokers, are not to substitute when standard proprietary articles are called for, but in each case will give the customer what is called for without argument."

4. We recommend that the N. A. R. D. place itself on record as being unequivocally opposed to all doubtful practices in handling proprietary medicines and to urging of private goods for advertised proprietaries for which a specific call has been made.

5. We approve the statements of the president upon the subject of organization and recommend that every delegate leaving Detroit should consider himself a committee of one on organization, with full power to act in his own locality, whether such district be suffering from cut rates or not.

6. We approve the president's recommendation that special local organizers be employed, and that the Executive Committee be authorized to appropriate sufficient money to carry on the work of local organization.

7. We approve the president's suggestion that in some cases local organization may be made to yield an income to this association, and we recommend that this matter be referred to the Executive Committee for its careful attention.

8. We approve the president's recommenda-

tion that donations be received from all who will help, or ought to help us in our work, and suggest that this question is covered by the following statement adopted at Cincinnati and appearing on page 28 of the Cincinnati proceedings:

"That this committee recommends that the Executive Committee be authorized to receive any donation from any person, firm or corporation that is actually in sympathy with the principles and objects of the N. A. R. D."

9. We heartily approve the appreciative words of the president, commending the work of our secretary, Mr. Thomas V. Wooten.

10. We approve the recommendations of the president that the thanks of this association be tendered to Secretary Wooten, Chairman Holliday and the Executive Committee, the Committee of National Legislation, Mr.

Wise, of Chattanooga, moved the consideration of the report in executive session to exclude the reporters, but he failed to get any one to second his motion. Vice-President Anderson protested warmly against the suggestion to exclude the reporters, saying that the National Association of Retail Druggists never did their work behind closed doors. Everything was open. H. E. Glick, of Indiana, also spoke against it, and the motion not being seconded no more attention was paid to it. The report was read as a whole, received by the meeting and the resolutions considered serialim.

Resolution A was adopted without debate. The adoption of Resolution B was opposed on the ground that it conflicted with the anti-trust laws of certain States, and A. O. Zwick made an impassioned appeal for its revision. He was earnestly supported in his effort by Harry Wise, of Chattanooga, who said:

Harry Wise Urges Prompt and Decisive Action.

Here are some of the sentences in Mr. Wise's address which brought out the stormiest applause:

This resolution starts out by reaffirming the plan of the N. A. R. D., which went into force at a specific date. Now I am satisfied that, so far as the organization is concerned, it did go into effect on that date only in a theoretical way. Practically, I am satisfied that it did not go into effect.

It is understood and agreed that whenever the associations that are affiliated with this society have designated who a cutter is, when they have designated who the jobber is that sells to that cutter, when they have designated who the proprietor is who sells that jobber, or who sells that cutter, there ought to be no more time lost than may be necessary to transmit a letter from that section of the country to the national secretary and from the national secretary to the headquarters where that information should go, until that manufacturer, until that jobber, has been stricken from the list.

There should then be no more time necessary than for a letter to go from our association headquarters to the headquarters of every affiliated body in these United States, and that affiliated body notified through its secretary that such a jobber, such a manufacturer, is to be stricken from the list, be that jobber in Maine or Texas. It does not make a particle of difference. And every association that has attended here together under the head of the N. A. R. D. is interested as much in the work of every other association as an individual can be in an individual in his immediate locality.

I take it that the success of this association depends absolutely and completely on the manner in which one section of the country pulls with another. There are local conditions which will force some of us to adopt plans a little bit different from the others. Local conditions are best settled by the local organizations, and in that this committee has reported wisely. But the main points of the question and the points in which we hope to get our final relief are those which must come to us, and come at once, from the national headquarters. If the Cuticura people or Paine's Celery Compound people slap the face of this organization in one section of the country they have got to slap it in every section of the country. (Applause.)

There are 40,000 or 50,000 retail druggists in the United States. Ninety-eight per cent. of these are professional men—men whose very profession has been degraded below that of the ordinary trade through the very channel that to-day we are supposed to be in closest touch with, and that is the manufacturing and jobbing interests of this country. That is the one section to which our attention has been directed, and unless we work as a unit, one section with another, we cannot possibly hope to accomplish anything.

I am going to cite an instance that occurred that will better illustrate what I am going to say. We have an aggressive cutter in our section of the country; not only aggressive, not only disreputable, not only beneath the notice and attention of the reputable, decent, honest, business men, but a firm that is absolutely without principle—and I know what I am speaking about. That

firm has been reported—couldn't help but be. That firm buys goods in quantity from the manufacturers direct; it buys quantities from the manufacturers indirectly; it buys from the local jobber; it buys from surrounding jobbers. We have made it a point to try and cut their supplies in some way on the plan that has become operative. We have not been able to do it, and I will tell you why. Not through the fault of the association. I want to say right here we could not have hunted the country over and found a better man than has it in charge to-day. (Applause.) He has been hampered; he has not had the proper power given him. He must be given discretionary power. It must be in his power to throw down the glove and demand right then and there that the matter be taken up, and until we do that we cannot expect to bring about the results we desire.

I wish now to say a word on the 75 per cent. clause, and I want to indorse most heartily what the previous speaker has said. It is a mistake to designate what number of druggists in a given section shall say who are the cutters and who are not. He has given you the conditions in a large city; I will give you the conditions in a small city. We will say we are listed in our place with 20 to 24 druggists. Who is a druggist? We presume any man who sells drugs is a druggist. We haven't got twelve. We have got eight or nine doctors down there who have a few bottles in their houses. They are called druggists. Who are 75 per cent. of the druggists? I say 75 per cent. of the druggists constitute the reputable drug stores in every town, if there are only three of them; and those three, if we are only three out of 150, it is the business of the balance of us to try and help those three. I think that the 75 per cent. clause ought not to stand, simply because this association must have a basis for work by which the reputable men of every community are brought into prominence, and through the aid of the balance of the reputable community can bring the business of the



F. E. HOLLIDAY,

Topeka, Kan.,

Chairman Executive Committee.

Thomas Stoddart, chairman, and the Committee on Trade-Marks and Patents, Mr. John C. Gallagher, chairman.

11. In conclusion your committee, on its own initiative, recommends that a rising vote of thanks be given President Jones for his faithful and capable administration of this association during the past year.

The committee to whom was referred for consideration the report of the secretary not having reported it was moved to discuss the various recommendations contained in it as a committee of the whole. This was done and the report and recommendations adopted after amending in slight particulars.

The president at this point read a communication from the firm of Frederick Stearns & Co., extending a hearty invitation to the members and their friends to visit the laboratories of the firm during their stay in Detroit, and on motion the invitation was accepted with thanks. The secretary then read a number of letters from officials of different cities, inviting the association to hold its next annual meeting at the points named in the letters, and they were referred to the Executive Committee.

Action on the Report of the Committee on Resolution.

What was regarded as the most important business coming before the convention was then brought up—the report of the Committee on Resolutions, which is printed elsewhere. Harry



F. J. CHENEY,

Toledo, O.,

Delegate from the Proprietary Association.

town in which they are to the basis on which it must stand. I am only going to say one thing, and that is the one point I have been leading up to since I attended your meetings this session. It is that one point, to say what you are going to do, and then do it, and do it quick. (Applause.)

Against a Schedule of Prices.

Mr. Zwick moved to strike out all reference to a schedule of prices, which he said should be left entirely to the local associations. The question of the adoption of the resolution as it originally stood was put to a vote and adopted.

Later Mr. Zwick succeeded in having the vote reconsidered and the resolution was amended according to his wishes.

Manufacturers Stand Pat.

There was a long discussion over the adoption of Resolution C, approving the suggestion of the Executive Committee that manufacturers should request the publishers of newspapers should refuse the advertisements of cutters in which the prices quoted are less than those established by the manufacturers.

Harry L. Kramer said manufacturers generally would be glad to co-operate with the retailers, and speaking for himself he said that hereafter his newspaper advertising contracts would contain a clause providing that whenever a newspaper advertised a proprietary remedy below the price fixed by the manufacturer he would withdraw his advertising patronage from the paper. Mr. Chamberlain, of the Chamberlain Remedies Co., Des Moines, and E. C. De Witt, of Chicago, followed and made similar statements.

Resolution D, relating to the censure of the Wells & Richardson Co. was adopted as soon as it was read by a unanimous vote.

A special vote of thanks was extended on the motion of Chairman Hirsman, of the Committee on Resolutions, to Congressman Boutelle, of Illinois, and Congressman Alexander, of Buffalo, for support in efforts to secure the repeal of the stamp tax.

Report Adopted as a Whole.

The remaining resolutions were adopted practically unchanged. Upon the suggestion of J. C. Gallagher the word "patent" was inserted before "pharmaceutical products" in Resolution F, and that section of Resolution B containing the word "substitution" was amended by omitting the word and otherwise amending.

SIXTH SESSION.

Friday Afternoon.

The feature of this, the closing session of the convention, was the presentation of the report of the Nominating Committee, which was read by Chairman Wm. Muir, of Brooklyn, N. Y. Eighteen States were represented on the committee and the following nominations were made: For president, Wm. C. Anderson, Brooklyn, N. Y.; first vice-president, James W. Seeley, Detroit, Mich.; second vice-president, Jesse L. Nelson, Jackson, Tenn.; third vice-president, Frank L. Way, Manchester, N. H. For secretary, Thomas V. Wooten, of Chicago, was the unanimous choice of the committee; treasurer, Charles T. Heller, St. Paul, Minn. Executive Committee: F. E. Holliday, Topeka, Kan.; D. E. Prall, Saginaw, Mich.; Simon N. Jones, Louisville, Ky.; Alfred De Long, Cincinnati, Ohio.; A. Timberlake, Indianapolis, Ind.; Jas. C. Perry, Philadelphia, Pa.

The entire ticket as presented by the Committee on Nominations received the approval of the convention, and the officers chosen were elected by affirmative ballots cast by the secretary.

Considerable routine business was then transacted before the election of officers came up. The Committee on Resolutions presented some supplement-

tary reports, one approving the movement in favor of advancing the rank of pharmacists in the Government service and referring the matter to the Committee on Legislation for action; and the question of issuing national salesmen's cards was referred to the Executive Committee. A. O. Zwick, of Cincinnati, succeeded in procuring a reconsideration of the vote on Resolution B relating to the adoption of a schedule of prices, the 75 per cent. clause and the proposed method of designating and providing for the withholding of goods, which he said was clearly in contravention of the anti-trust laws of his State—Ohio—though not until some fine points in parliamentary procedure had been disposed of. The original report of the committee was reconsidered as a whole, and then a motion for the reconsideration of Resolution B was entertained,



WILLIAM MUIR.

Brooklyn, N. Y.

and the amendment proposed by Mr. Zwick adopted by a unanimous vote.

L. C. Hopp introduced the question of holding the meetings of the N. A. R. D. at the same time and place as the American Pharmaceutical Association, but the suggestion was not received with any enthusiasm, and was quietly referred to the Executive Committee for consideration.

Secretary Wooten read a communication from the Los Angeles branch of the N. A. R. D., suggesting that manufacturers be requested to insert a notice in their advertisements, warning the public against purchasing goods at less than the manufacturer's prices.

An Experience Meeting.

Most of the routine work of the convention having been disposed of at this point, President Jones proceeded to hold an experience meeting, and calling the roll of States, requested the delegates to favor the convention with some account of the conditions prevailing in the territories which they respectively represented. The result was a number of interesting talks, full of suggestion and instruction for the members. Acknowledgment was made by every delegate of the advantages which had accrued to the trade in their localities

through the organization of the N. A. R. D.

A Generous Offer by the Sterling Remedy Co.

During a talk by H. L. Kramer, who spoke for the proprietary interests, giving his experiences in suppressing cutting as a member of that branch of the trade, he said he wished to give a practical demonstration of his desire to aid the National Association of Retail Druggists in the work they had undertaken, and he there and then offered to contribute to the National treasury 10 per cent. of his receipts during a stipulated period. He said:

"We will donate one dollar to the treasury of the N. A. R. D. for every ten dollar order net (all dividends and rebates deducted) received from each retailer within 60 days after offer is sent out on special N. A. R. D. order blanks, which will be printed for this purpose. Prices, terms, rebates to be same as now. All orders to go through list of jobbers accepted by the N. A. R. D. No one firm of druggists to be allowed credit for more than \$1."

Dr. Willis G. Gregory, of Buffalo, said it would be becoming for the association to express its appreciation of "the magnificent offer made by Mr. Kramer," and moved that it be accepted and the donor accorded a rising vote of thanks, which was carried unanimously.

Then came the report of the Committee on Nominations and the carrying out of the form of election, followed by the installation of officers and the usual speeches of acceptance, and the convention adjourned sine die.

NOTES.

The special party from New York, Pennsylvania and the New England States which left New York on Tuesday, September 11 over the Lehigh Valley Railroad under the management of Chairman John W. Lowe, of the Committee on Transportation, numbered 22. Among those in the party were R. A. Rowinski, of Savannah, Ga.; Mrs. J. W. Lowe, Dr. M. L. Porter, of Danforth, Me.; Julius Hammer, New York city; P. W. Vaughan, Durham, N. C.; Jas. C. Perry, Wm. McIntyre, W. M. Rumsey, Mrs. Rumsey, H. L. Stiles, Philadelphia; T. J. Keenan, C. S. Kerchen, New York city, and Messrs. Brill and Hoff, of New Haven.

The Northern Ohio Druggists' Association sent a delegation numbering sixty, the largest single representation in the convention. The members took a most active part in the proceedings. L. C. Hopp and E. A. Schallenger, the former of Cleveland and the latter of Cincinnati, especially distinguishing themselves. They were conspicuous by the wearing of a white cap circled with a blue ribbon bearing the name of their association in gilt letters.

One of the most powerful of the local organizations represented in the convention was the Western Pennsylvania Retail Druggists' Association, which sent thirty members and three delegates. The association has a membership of upward of 300, which includes every registered proprietor of a drug store in the city of Pittsburgh except one. The association is fortunate in the possession of a salaried secretary, who devotes his entire time to the work of his office and the extension of the membership. The names of the delegates follow: J. B. Porter, W. G. Markell, O. N. Ochsenhirt, L. B. Hughes, A. G. Duncan, W. J. Forrest, B. E. Pritchard, H. W. Heckel, O. F. Wilson, A. G. Richardson, Hays Smith, J. J. Anderson, H. Mierawa, W. J. Steinberger, Z. E. Zang, J. R. Thompson, A. C. Johnson, W. S. Beach, R. E. Maginnis, R. H. Clark, J. H. Rising, F. D. Troth, E. Haltzman, A. Armor, E. C. Garber, C. N. Boyd, W. J. Butler, H. Heckel, — Kittanning, — Sturgeon. Many of the members were accompanied by their wives and other members of their families.

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WORK FOR THE N. A. R. D.

THE question has been asked what has the National Association of Retail Druggists done? This question can best be answered by referring the querist to Pittsburgh, where the operations of the Western Pennsylvania Druggists' Association have brought about a very decided improvement, to Minneapolis, to Louisville and to a dozen smaller towns where the local associations, working under the auspices of, and in harmony with, the National Association of Retail Druggists, have lifted themselves out of the slough of despond into which the retail drug trade has fallen of late years.

It may be objected that this work is not the work of the National Association of Retail Druggists, but was done by the local organizations. Any one raising such an objection betrays his ignorance of the method of organization and the spirit of the National Association of Retail Druggists. This body is an association of local organizations and is founded for the purpose of promoting local organization and co-ordinating the work of the different local associations in such a manner as to make their influence felt in the trade as a unit. The first step must be taken by the local body.

One of the recent critics of the National Association of Retail Druggists said that the delegates to this organization were not on the right track, that the matter of price regulation was one to be handled by local and not by general organization. The critic did not realize how near he came in his criticism to the enunciation of the vital feature of the plan upon which the National Association of Retail Druggists is organized. The leaders of this body realize thoroughly and have realized from the beginning that the regulation of prices in any particular locality is a local matter, and it is this realization of an undoubted fact that has placed this association on so strong a basis. The weak point in every previous move-

ment of this nature lay in ignoring the differences which exist in the conditions prevailing in different cities. Any plan which is not based upon local organization and which endeavors to apply uniform methods and a uniform scale of prices everywhere must necessarily fail. An effort to make of this plan a procrustean bed upon which every city must be made to lie and to which every locality must be made to conform would inevitably end in an ignominious failure. It is in its tolerance that the plan of the National Association of Retail Druggists is strong.

THE LIST OF THE trade at large is now beginning to reap the benefits of the cautious, well-planned and arduous labors of the National Association of Retail Druggists during the past two years. We print in our news columns the approved list of jobbers which has been the subject of painstaking scrutiny and careful elimination, and which may be taken in its present form as representing a consensus of the opinion of the leaders in all three branches of the trade. In it appear the names of some men who scarcely seem entitled to rank as jobbers. In fact, we have understood—though whether our information is accurate or not we are unable to say—that in some cases names have been placed upon the list at the instance of certain proprietors on purely sentimental grounds. So long, however, as these men rigorously observe the rules laid down for jobbers and retailers alike concerning price regulation and the distribution of goods, no one—save possibly the jobber—will suffer. So soon, however, as these men abuse the privileges which have been extended them, either by selling at retail at cut prices or by supplying cut-rate dealers who have been cut off by other jobbers, they will sacrifice the privileges they enjoy and their names will be erased from the list of accredited jobbers. We feel that it is as well to direct attention to this apparent inconsistency in the list,

so that we may point out the fact that the retailer does not suffer by the introduction of one or two names through purely sentimental considerations.

Never before in the history of the drug trade have the proprietors agreed to restrict themselves to any particular list. The nearest approach which has ever been made to this was when some of them agreed to cut off any offender against the existing price regulations when proof of his offense was presented. Such an attitude rendered necessary the creation of a black list and was the source of an infinite amount of trouble, eventually leading to the institution of suits which, however, have terminated happily in favor of the proprietor. The great advantage which the present plan offers in this respect is the creation of a list which is public to all and which practically limits the number of jobbers who have to be watched. We do not mean to imply that it is the jobber alone who requires watching, but experience has shown that the jobber is the most difficult factor in the case, though, unfortunately, his transgressions have only too frequently involved the connivance of some retailer whose cupidity has led him to sacrifice his real interest for his temporary pecuniary profit.

The change in Resolution B which was made at the instance of Mr. Zwick, of Cincinnati, to which reference was made in our last issue, was one of very considerable importance, as under the laws of some States there is a possibility that the language of the original resolution might have laid the association liable to action under the anti-trust laws. The precise effect of this resolution forms the topic of a series of letters from leaders in the National Association of Retail Druggists, which are printed in our news columns.

ADULTERATED DRUGS.

THE question of responsibility for the presence in our markets of adulterated drugs is one which is difficult to determine. The manufacturers of pharmaceutical preparations and of proprietary articles assert with a loud voice that they alone purchase the prime, selected drugs, paying high prices therefor, and that the jobbers and retailers govern their purchases solely by price considerations. This accusation is warmly denied by both retailers and jobbers. In this case, as in many others where sweeping accusations are made, there is probably a mixture of truth and error in the statements. The chairman of the Committee on Adulterations of the National Wholesale Druggists' Association has himself most severely ar-

raigned the character of the drugs met with on the market, and this arraignment included the entire class of articles used in medicine, from chemicals to essential oils.

The manufacturers of essential oils assert that they are blameless in the matter, though they are not able to deny the presence on the market of oils that are very much adulterated. They assert that they receive orders from jobbers giving a price limit which absolutely precludes the possibility of furnishing a true or pure essential oil at the figures named, and that in this way the custom has grown up of furnishing oils which are tacitly admitted to be sophisticated. It is claimed, however, by experts that it is not in these cases alone that the adulterated oils are furnished, for a number of wholesale druggists do not employ chemists, but depend on the houses they buy from to supply pure goods, and often send open orders direct to the essential oil houses without any limit whatever as to price, so that if they do receive an adulterated oil on such orders the blame must not be placed on them, as it is one of the many good characteristics of the American people to believe every one honest until found to be otherwise.

The evidence as to the presence of grossly adulterated borax in the market is so clear and convincing as to be incapable of refutation. The retail grocery trade has been found to be furnishing in some cases sodium carbonate as borax when the substance contained absolutely no borax whatever.

Instances of this kind which have recently been brought to the public attention might be taken as indicating an increase in adulteration, but it seems hardly probable to us that any material change in this respect has occurred, for adulteration has no doubt gone on unnoted for many years past, and we are inclined to believe that the publicity now being given to the prevalence of adulteration will prove of great value not only in bringing about the enactment of pure drug laws, but by awakening the retail druggist to the necessity for the exercise of care in the purchase of his supplies and to the advantage which a knowledge of chemistry and pharmacognosy will give him in his purchases. The pharmacist who is properly equipped with a working knowledge of pharmacognosy and of pharmaceutical chemistry can with very little trouble keep himself so well posted upon adulterations that he will be enabled to judge for himself as to the purity of the drugs which he purchases. When he is in this position he can, without fear of contradiction, deny the accusations which are now brought against him that he is the consumer of adulterated drugs.

We are thoroughly satisfied that the majority of the retail trade do not prefer adulterated drugs. Such a preference would show so complete a lack of business acumen, leaving aside all considerations of right in the matter, that we cannot for a moment concede that the majority of the retail drug trade could be guilty of such a piece of gross folly. The difference in the cost of pure drugs and of impure drugs is so small an item when compared with the total business transacted by the druggist that we can hardly bring ourselves to believe that the average retail druggist would knowingly take an adulterated drug merely because it was a few cents per pound below the market rate. The notable success of at least one firm of drug millers who absolutely guarantee the purity of the drugs sent out by them is in itself a refutation of the charge that the retail drug trade prefers adulterated drugs. The principal difficulty, we think, lies with the jobber. When he has to quote in competition with a neighbor, and has reached the lowest limit at which he can sell a pure article, he should frankly state this fact to the retailer, placing before him the alternative of paying his price for a pure drug or the other jobber's price for one which must necessarily be adulterated. When he does this we feel confident that he will not lose his customers. The first man in the jobbing drug trade to carry samples of crude drugs built up for his house an enormous business solely on the quality of the drugs shown. His visits were welcomed by not only the buyers, but the clerks of the stores where he called, whose knowledge of pharmacognosy was frequently enlarged by observation of his samples. While other houses now send out samples of crude drugs, the house which was the first to inaugurate this system obtained thereby a prestige in the retail trade which has been the means of building up one of the most flourishing businesses in the jobbing trade. This fact alone is an indication that jobbers err in assuming that the bulk of the retail trade are indifferent to quality in the drugs which they purchase; that they are too frequently careless is unfortunately true, but it is the province of the schools of pharmacy to eradicate this carelessness and to furnish the retailer with that knowledge which will enable him to properly discriminate for himself in the quality of the drugs which he purchases.

After Three Years

I have been taking your journal for three years, and there is none like it, none.

I. B. Lutz.

Denver, Pa.

[Written for the *American Druggist*.]**CHINESE MATERIA MEDICA.**

BY HON. WILLIAM E. S. FALES,

Formerly United States and French Consul at
Amoy, China.

THANKS to the deep interest in Chinese matters induced by the war of 1894-1895 with Japan and the present revolutionary movement in the Empire we have learned more of the details of Chinese daily life than was known to the Western world prior to 1890. In no field has this increase of knowledge been greater than in the Chinese drug world. It is now possible to form a definite conception of the Chinese medicinal system, of its development and of the forces which have produced most of its extraordinary characteristics. From its literature we know that the druggist, using the term in its broadest sense, has been an active member of the Chinese community from the time of the Emperor Yu, B. C. 2200, or for a period of forty-one centuries.

Social Status of the Pharmacist.

During that time he has held a moderately high place in the social scale, which may be likened to the position held by the medieval herbalist or "potecary." There has never been any development of a pharmaceutical school system, nor any governmental interference with the exercise of his calling. The development of pharmacy, therefore, has been perfectly free from either educational or official influence. While this liberty possesses many theoretical advantages, it is likewise marked by serious defects. There being no government interference, unscrupulous men have slowly developed a system that corresponds to the old English guilds. The guilds, in order to protect their business and to prevent competition and intrusion by outsiders, have framed and built up fantastic theories and practices which are incomprehensible to the public and probably to themselves. The calling in the course of ages became institutionalized, unprogressive, conservative and then decadent. As an illustration it may be remarked that of the five hundred standard remedies and the five thousand permissible remedies not one is less than five hundred years old, and of all the new remedies that have been discovered by Western nations in the past two centuries, not one has been adopted in Mongolian medicine.

In this slow process of development the law of natural selection has played a more or less important part and has by degrees brought into prominence such remedies as did possess some curative or beneficial qualities, and has thrown out of use many preparations which can be found in ancient books but never on modern shelves. Peppermint or menthol is a case in point. According to the Chinese record or legend its virtues were discovered by a wealthy farmer in Shantung three thousand years ago. It has grown steadily in favor ever since and is to-day probably the most important article in the native pharmacopoeia. In the course of time many methods were discovered of preparing and combining the substance so as to obtain different effects. Many of these are unknown to the public, while a larger number belong to local guilds.

Among the known methods may be

enumerated the following: First, the crushing and pressing of the fresh young leaves, which produces a very delicate greenish white oil; second, the crushing of the full grown leaves, which gives a light greenish brown oil; third, crushing of the over ripe leaves in the fall, which gives a rank brown oil with a very strong perfume; fourth, the maceration of the leaves with lard or other oils and the pressing and purifying of the resultant extract, which makes a very fine salve or ointment; fifth, the digestion of the leaf in very warm but not boiling water in closed vessels for several days at a time. This produces an aqueous extract similar to, but not much stronger than, the old-fashioned peppermint tea; sixth, the digestion of macerated leaves in wine or other alcoholic fluids and the subsequent pressing which gives a very pleasant tincture. These methods can be seen by any traveler. Others, which are trade secrets, produce forms of peppermint which are unknown to the Western world. The more notable of these are a strong extract as thick as syrup; a brown peppermint jelly possessing a soothing character; a brown jelly possessing an irritating and calorific character; a greenish paste which is an antiseptic and antiputrescent, and a greenish brown half solid extract.

At an early age the shells of the smaller mollusks and crustaceans were employed as medicaments. They were used raw and eaten whole, were pounded to powder or were cooked into a broth. The next stage was to roast or calcine the shells, which, according to the Chinese, increases their medicinal effect. As a matter of chemistry it merely produced a superior form of lime in excellent condition for administration; but the guilds, knowing no chemistry, ascribed the new virtues to the treatment and invented methods which would explain it to the common people. Thus the shells, after being washed and carefully dried, were wrapped in sheets of paper, on which were written talismans, and were then burned over special fires. The calcined shell was removed from the carbon and ash of the paper and pulverized in a mortar. The new qualities it possessed were charged to the talismans which had been written upon the wrappers. Nevertheless, in this way they learned by experience that a small oyster shell gave a very pure lime which made an excellent lime water, and that many species of the limpet family, which contained magnesia as well as lime, produced a lime which was of great benefit in cases of sour stomach, flatulency and gastric fermentation.

The primitive druggist took every lesson which nature taught, no matter how disgusting. He noticed that dogs when overfed used horse dung as a cathartic; that female cats ate the excrement of their kittens until they were weaned, undoubtedly to produce the same results. From this they drew the inference that animal excrements had a medicinal quality aperient, cathartic or drastic, and used them accordingly. The favorite preparations to-day are goat's or dog's excrement for ordinary constipation, snake's excrement for infantile constipation, and pigeon's dung for women during pregnancy. All this is very revolting to an American observer, but we cannot in justice cast a stone so long as our homeopathic friends employ similar remedies, not to speak

of the crushed *simex domestica* and the *pediculus humanus* for ordinary ills.

The first large list of the Chinese pharmacopoeia was compiled by Dr. Hobson and contained eighty animal, fifty mineral, and three hundred and twenty vegetable preparations. This was the best authority on the subject until 1876, when the Imperial Chinese Customs, at the direction of Sir Robert Hart, compiled and sent to the Centennial Exposition at Philadelphia a large volume which contained the names of about six thousand medicaments. A careful investigation shows that many of these are substantially the same medicines as our own. Burnt paper is an exact equivalent of our charcoal tablets. Burnt paper, on which has been written a talisman with a red pencil, is the equivalent of a mixture of carbon and calomel, the red pencil being made of red mercury. The various preparations of opium correspond to our morphine, laudanum and paregoric. The deer-horn and stag-horn preparations seem very ridiculous at first sight, but when it is remembered that the digestion of horn produces glue, gelatine and jelly, and the distillation, ammonia, the absurdity disappears. Even to-day in our own country the average man and woman uses the old phrase spirits of "hartshorn" as much as he or she does ammonia. A large group of their remedies may be compared with our beef, iron and wine series. One is made by boiling rusty iron filings with wine and human or animal blood. A second, known as "three-testicle-wine," is produced by mincing the testicles of the tiger, bull and hog and digesting them in wine. Most gruesome of all is the medicine known as the *Shu-Man-Tu*, or Blood-bread. This is made by catching the blood of a beheaded man on a small ball made from dry vegetable pith. When the ball is saturated it is dried with great care, either in the hot sun or else in an oven. It is then wrapped in foil and tissue paper and is ready for use. The making is the perquisite of the executioner, who has standing contracts with the leading apothecaries of his district. A wholesale execution, like the one in Canton in 1890, when twenty-one pirates were decapitated in a few minutes, reaps him a golden harvest. A single man supplies enough blood to make ten "blood-breads," and each of these brings from one to two dollars apiece.

Portions of the Human Body Used.

In the Middle Ages our own people believed in the medicinal virtue of many parts of the dead human body. That belief exists in China to-day. A series of medicines are made from the remains of the dead, babies and women being preferred to men, men being in demand only for the testicles, and sometimes, though rarely, the liver. When, therefore, the Chinese accuse medical missionaries of buying and murdering babies to make medicine, they are simply charging the latter with what is done by their own practitioners. A small group of preparations is made from fossil bones and teeth. In many parts of the Empire are large fossil beds, especially of the tertiary period, which contain the bones of the large carnivora and herbivora of that epoch. Some are in excellent preservation, but are so aged and weathered as to be calcareous sponges rather than solid bone. They crush easily without a mortar and

pestle, and by special treatment can be brought into a form similar to our own acid phosphate of lime.

Some Odd Chinese Remedies.

Odd remedies which have no parallel in our civilization are dried rats, which, when stewed or made into tea, are a specific for baldness and dandruff; boiled crab's liver with pine shaving for coughs, colds and catarrhal complaints; a decoction of scorpions, including the sting, for cutaneous eruptions; wine and snake jelly, made by boiling snakes down to a gelatinous stage, for anemia and extreme emaciation. Human milk is sold in fair quantities as a tonic for old age and senile complaints. The women who supply the fluid train for the purpose and have breasts which in length are astonishing. By milking themselves regularly they can keep up the flow for two or three years, or until they have another child.

Our use of clam broth is no novelty. The Chinese druggist has a trick of drying clams whereby they will keep for several years. When they are to be used they are steeped over night or for twenty-four hours in warm water, and then cut up and made into a broth. The broth is used for the same purposes as is our own.

The Personnel of Chinese Pharmacy.

As to the personnel of the profession there is much less uniformity than with ours. In the great cities are distinguished apothecaries who stand at the head of their profession and who charge and get amazingly high prices for their goods. In the same cities are poor practitioners that sell at prices so low that the profits do not amount to \$6 a month. They have their own trade troubles. Enterprising grocers conduct drug departments and sell at the low prices characteristic of their own calling. The same ginseng, which is the favorite tonic of the Empire, will bring a hundred dollars an ounce when sold by a fashionable apothecary and twenty dollars when sold by a grocer. At the treaty ports the Chinese have already learned the superiority of Western pharmacy and are among its best patrons. The trade thus far has been controlled by English and German professionals, who have before them a more promising future than that which faces their colleagues in the Western nations.

The House Fly and Typhoid.

Dr. C. E. Simons, medical officer of health of the Merthyr Urban District Council, in his report calls attention to the prominent part played by the common house fly in spreading typhoid. Few people had any idea of the activity of the common house fly. He found from experiments that in a room 30 feet long by 18 feet broad 48 flies would visit a piece of paper 6 inches square in the course of five hours. It would be seen that if only one of the insects was infected it would certainly infect an article of food the size of a loaf of bread; and in some of the poorer houses, where the flies simply swarmed over the food, it was a wonder the infection was not more frequent than it was.

According to the "London Chemist and Druggist" the annual consumption of camphor is not less than 2,500,000 pounds, of which by far the greater portion is used in the manufacture of celluloid.

OPTICAL GOODS IN THE DRUG STORE.

By C. H. BROWN, M.D.,

President the Philadelphia Optical College,
Author "The Optician's Manual," etc.

Outline of Course in Optics.

TO the beginner the study of optics may seem to present many difficulties and to be surrounded with almost insurmountable obstacles. But these difficulties and obstacles are really more imaginary than real, and as rapidly disappear before a zealous student's application as the morning dew before the rising sun.

The subject, as we propose to present it, may be outlined somewhat as follows:

- Optical Principles.
- Institutes of Refraction.
- Properties of Lenses.
- Anatomy of Eye.
- Physiology of Vision.
- Errors of Refraction.
- Anomalies of Muscles.
- Methods of Examination.
- Use of Instruments.
- Fitting Frames.
- Diseases of Eye.
- Materia Medica and Ocular Therapeutics.

Hygiene of Eye.

This scheme opens up a wide field of study and investigation, and embraces many and varied subjects. It may at first sight seem somewhat formidable, and the reader may be inclined to pass it over with the thought that it will involve too much time and trouble, and that therefore as a busy man it will be impossible for him to take it up. I aim at the start to remove or, at least, to modify this impression. The articles will not be lengthy, but will be so short that they can be read and digested in the spare moments that occur in the daily routine of the drug store. While it is my desire to present the subject in a manner approaching thoroughness, yet at the same time it will be my effort to make each installment as simple and interesting, and at the same time as practical as possible. I do not propose to go into a too minute or scientific (as opposed to practical) discussion of any one topic, in order that I may escape rendering the subject tedious and uninteresting, and that I may be able to retain the continued interest of my readers.

Under Optical Principles I will give a brief description of light, and those of its phenomena in which the practical optician has a direct interest.

Under Institutes of Refraction will be briefly considered the laws of refraction and reflection as they apply to optical work.

The Properties of Lenses will include a description of a lens, the different forms of lenses, the materials of which they are made, the action of each form on rays of light, the two systems of numbering lenses, etc.

The Anatomy of the Eye covers a general description of the structure of this wonderful organ, of its coats and of its humors, and the relation each bears to the other.

The Physiology of Vision has reference to the function of the eye, how it refracts the rays of light that enter it so as to form a perfect picture upon the retina.

Errors of Refraction will include a

description of the defects to which the eye is subject, presbyopia, hypermetropia, myopia and astigmatism, their diagnosis and treatment.

Under Anomalies of the Muscles I will describe the insufficiencies of the various ocular muscles and the methods of their detection and correction.

Methods of Examination will include a practical description of the proper manner of making a systematic examination of the eye and vision.

Use of Instruments. Under this head will be given the various instruments in use by the refracting optician, and instructions in their use.

Fitting Frames. A practical talk on a practical subject.

Diseases of the Eye. A description of some of the commoner diseases of the eye, with the idea that the optician should be somewhat familiar with their symptoms and appearances, but not with the thought that he should undertake their treatment.

Materia Medica and Ocular Therapeutics. As a pharmacist the reader will have some knowledge of the drugs that are used in the eye, and this will make my article on Ocular Therapeutics so much more intelligible and interesting.

Hygiene of the Eye. Some practical hints on the care of the eye, not alone for the reader's personal use, but that he may be able to give intelligent advice to his patrons.

(To be continued.)

The Pharmacist as a Manufacturer.

"Pearson's Weekly," a popular English publication, comments as follows upon the decline of manufacturing among retail pharmacists, or, as they are termed in England, "chemists:"

Chemists are notorious transgressors in the art of manufacturing nothing. Walk into, say, any little chemist's shop hidden away in the purlieus of a busy locality and cast your eye about the place, particularly observing the daintily got up boxes and bottles on the counter, and on the shelves behind and in front, and you will find distinctive evidence on the labels that Mr. Pillbury is his own manufacturer, and in a large way, too.

There are Pillbury's pills to cure anything, Pillbury's plasters to straighten crooked backs, Pillbury's ointment, Pillbury's hair-grower, liver tonics and countless other remedies, all of which are prepared by the great and only Mr. Pillbury, who, if he made all the things he is supposed to make, would require factories as large as the bicycle factories of Coventry.

But he makes nothing—beyond good returns. It is purely a trade misnomer. The wholesale chemists' travelers call and make a deal with the knight of the pestle and mortar. The latter, on buying so many pills or so much lotion, or any article usually identified with the business of a chemist, may have labels printed at the firm's expense, bearing the legend that such-and-such a preparation is Mr. Pillsbury's very own, and that such-and-such a remedy, pill, or lotion, or other medicament, is "prepared only by Mr. Pillbury."

But our chemist is a manufacturer who makes nothing. His wares are made for him. Of course, there are times when your chemist will make up his own cough medicine, and perhaps concoct a corn cure when you ask him for these things; but he makes nothing.

Pharmaceutical Progress.

*New Remedies—Improved Processes—Modern Inventions—
Wrinkles in Dispensing—Tests and Reactions.*

Eubiol is a pure active hæmoglobin associated with most important salts and albuminous constituents of the blood. It is odorless and it is claimed to be absolutely free from all decomposition products and therefore can be kept for a long time unchanged. It dissolves in cold water, leaving a dark-red liquid. It is recommended for use in all forms of anaemia.

Albumen in Plants.—From the result of culture experiments made on *Leguminosæ*, E. Schulze (Ber. Deutsch. Bot. Gesell., 1900, p. 36) argues that the decomposition of the albuminoids in germinating seeds results in the production of a mixture of nitrogenous compounds which always contain amido-acids of the fatty and aromatic series, as well as of hexon-bases (argidin, histidin, and lysin); these substances being also formed by the decomposition of albuminoids by acids or by trypsin. A portion of these primary products of decomposition are transformed, in the metastasis of seedlings, into asparagin or glutamin; these substances being therefore only secondary products. Analysis of the substances contained in the seedlings showed that, while the amount of leucin, tyrosin and argidin decrease with the growth of the plant, the proportion of asparagin increases rapidly.—Phar. Jour.

Oxydase in Valerian.—It is well known that the fresh root of valeriana officinalis does not possess the peculiar penetrating odor of valerianic acid, which only develops as the root dries. P. Carles shows that this formation of the volatile acid is due to the action of an oxydase, which may be precipitated from the juice of fresh valerian root by the addition of alcohol. A portion of fresh juice of the root, heated to destroy the ferment, does not develop the characteristic odor, while another portion not so heated gradually acquires the smell of valerianic acid. Further, if a little of the ferment precipitated by alcohol be added to the juice previously freed from oxydase by heating, it also will develop the valerianic odor. The ash of valerian is shown to contain manganese, apparently as an organic compound, which probably acts as a carrier of oxygen, on which the activity of the oxydase depends. These observations are suggestive as throwing light on the influence of those ferments, which are very widely distributed in the vegetable kingdom, on the maturing of drugs by keeping.—Journ. Pharm. Chim. [6], 12, 148, through Pharm. Jour.

Ammonium Molybdate Test for Tin.—J. P. Longstaff suggests ("Chemical News," 79, 282) the use of ammonium molybdate as a test for tin in place of ordinary text-book methods, which present considerable difficulty to most stu-

dents. The substance to be tested is treated with zinc and hydrochloric acid, and so converted to stannous chloride; the solution is then diluted with water and ammonium molybdate solution added. Pure zinc must be employed, as commercial samples are generally unsuited for the purpose. Since a very dilute solution of stannous chloride, on exposure to air, becomes oxidized to stannic chloride in a very short time, it is necessary for the ammonium molybdate to be added at once as soon as the zinc and tin are completely dissolved in the hydrochloric acid and the solution diluted. Under ordinary conditions of working a very distinct blue color is given by the presence of 1 part of stannous chloride in anything up to 100,000 parts of solution. Using boiled water, and taking the various precautions recommended in the paper, it is possible to detect 1 in 1,500,000. The ordinary ammonium molybdate reagent gives satisfactory results, and it is claimed that it answers better than mercuric chloride as a test for stannous chloride.—Pharm. Jour.

Notes on Syrup of Ferrous Iodide.—H. Lionel Meredith, in a paper read before the Maryland Pharmaceutical Association, summarizes the history of the use of glycerin and of glucose in syrup of ferrous iodide and advises the substitution of a mixture of equal portions of these substances for the official syrup. He directs special attention to the following points: The sugar should be free from ultramarine, as this will cause a slight reddening of the finished syrup. The specific gravity should be at least 1.35. The water used should be distilled and free from ammonia, as ferrous iodide is an excellent reagent for this gas, and with it gives a yellowish brown coloration. A darkening color does not always indicate presence of iodine; it may be due to the fact that caramelization has begun. It is bad pharmacy to reclaim syrup ferrous iodide too often. Always boil the water before using, to dispel ammonia, carbon dioxide and other volatile impurities. It is a good point when following the official directions to "heat the solution to boiling," after "having lost the odor of iodine," to heat the solution in a water-bath, for by the use of direct heat the solution is often slightly reddened, due to a scorching caused by too high temperature. Filter always through rapid-acting Swiss (or otherwise pure) filter paper. Heat the finished syrup to boiling, to dispel any free iodine, by converting it to hydriodic acid by the aid of the invert sugar caused by boiling the cane sugar solution.

Electric Phenomena in Liquid Air Experiments.—In the course of some experiments on liquid air, H. Ebert and B. A. Hoffmann noticed (Ann. der Phy-

sik.) that a body suspended above the surface of the liquid acquired a strong negative charge. A series of test experiments revealed the fact that this charge is not due to the liquid air itself, but to the friction of minute particles of very cold ice suspended in it. The authors even succeeded in constructing a kind of electrifying machine by means of a tube containing a piece of wire gauze through which the vapor of liquid air was driven. This phenomenon of electrification should be allowed for in all experiments with liquid air, as it may account for many errors and anomalies. Ice acquires a positive charge by friction with any metal, and imparts to the metal and other bodies also a negative charge. It appears to be the more active in this respect the colder and the drier it is. This may account for the strong electric effects of polar snowstorms. Even in our latitudes, ascending currents of air soon reach elevations at which all their water freezes, and the friction of the ice crystals against suspended dust particles would account for part of the atmospheric electrification. In the highest regions, a friction between atmospheric ice and cosmic dust, together with solar ionization and the consequent conductivity of the atmosphere, might account for the luminescence often observed, and even for the aurora.

Guaiacol Cacodylate, which was first prepared by Rebec, of Nizza, is a white, strongly hygroscopic salt, soluble in water, alcohol, glycerin and fatty oils, and insoluble in ether. It has a leek-like odor and a "mildly caustic" (sic) taste. Barbary (Bulet. des sc. pharmacolog.) has experimented with this salt in tuberculosis, injecting 10 centigrammes in oily solution every two days with very satisfactory results.

Aratacio.—Jules Poisson directs attention (Union. Pharm.) to a plant indigenous to Central America, where it is known as aratacio, the root bark of which is used by the natives in the form of a decoction as a toilet water for softening the skin and removing wrinkles. A tincture of the bark, prepared by macerating with rum, is used internally by the natives as a tonic and aphrodisiac. The bark is derived from the *Sagotia racemosa* Ball. of the natural order euphorbiaceæ. The decoction does not contain any noticeable quantity of tannin, but is rich in resinous bodies, to which the medicinal qualities of the drug are no doubt attributable.

Influence of Warmth on Aqueous Cocaine Solutions.—Spasski made a series of solutions of cocaine hydrochloride of a strength of one-half, 1 and 10 per cent. respectively, and sterilized samples of each by heating for a quarter of an hour, a half hour and an hour respectively, accurately determining the amount of alkaloid present both before and after the sterilization. He found that the decomposition of the cocaine was less in concentrated than in weak solutions, but this decomposition does not apparently affect the anæsthetic properties of the cocaine, the ecgonine formed appearing to have the same effect as the cocaine itself. According to A. Legrand (Vratsch) the physiological activity of the cocaine is affected by heating the solution over the open fire, but not by heating in a steam or water bath.

Gathered Formulas.

(Continued from page 160.)

PERMANENT CREOSOTAL EMULSION.	
	Parts.
Powdered acacia	20
Sweet almond oil	40
Creosotal	20
Water	60
Lemon juice	10
Peru brandy	50

Place the acacia in a large mortar, weigh out the oil, the creosote and 45 parts of the water, and add them gradually to the acacia, agitating the mixture constantly. This forms a complete emulsion, to which the remaining 15 parts of water and the Peru brandy and lemon juice are then added. It is claimed by Zollner ("Süddeutsche Apoth. Zeit.") that this will remain unchanged for a week.

TOOTHACHE REMEDY.

Carbolic acid.....	3ss
Menthol	3ss
Cocaine hydrochloride.....	3ss
Gualacol	3ss
Chloral hydrate.....	3ss

Triturate the ingredients together in a mortar, when a thick, syrupy liquid will result, which is both caustic and analgesic in its action and which is very readily applied where needed.

FOR PERSISTENT COUGH.

Terpinol,	
Sodium benzoate, of each.....	3ij
Sugar of milk, a sufficient quantity.	

Make up into 100 pills and give from 6 to 12 pills during the course of a day, as required.

This is an efficient and prompt toothache remedy:

TOOTHACHE REMEDY.

Absolute alcohol.....	ozs. 22
Camphor	ozs. 3
Chloral hydrate.....	ozs. 2
Chloroform	ozs. 2
Sulph. ether.....	ozs. 2
Menthol	ozs. 1

Mix and dissolve; saturate a little cotton and insert it in the cavity, also rub on the gums.

SALOL DENTIFRICE.

Salol	drams 3½
Saccharin	grains 12
Bicarbonate of soda.....	grains 10
Water	oz. ½
Oil of peppermint.....	drachm 1
Oil of anise.....	minims 5
Oil of fennel.....	minims 5
Oil of cloves.....	minims 2
Oil of cinnamon.....	minim 1
Rectified spirit to.....	ozs. 6

Dissolve the saccharin and the bicarbonate in the water, mix all the rest of the ingredients with the spirit; dissolve, add the saccharin solution, tint with cochineal and filter.

WORM SYRUP.

Santonin	grains. 5
Fluid extract of senna.....	oz. 1
Glycerin	oz. ¼
Syr. anis.....	ozs. 8½

Rub the santonin to powder and mix with the glycerin; add the other ingredients and mix.

Doses: Under one year, ½ drachm; between one and two years, 1 drachm; between two and four years, 1½ drachms; between four and six, 2 drachms; and for older children, 3 drachms. To be taken the first thing in the morning, fasting, after the bottle has been shaken.

ANILINE MARKING INK.

Aniline oil,
Hydrochloric acid, of each a sufficiency.
Saturate the aniline oil with the hydrochloric acid and add one-sixth its volume of water; then mix with equal volumes of the following solution:

	Parts.
Potassium chlorate.....	1
Sulphate of copper.....	1
Water	16

CLOUDY AMMONIA.

Soft soap.....	pound 1
Strong solution of ammonia.....	gal. 1
Water to make.....	gals. 4

Dissolve the soft soap in half the water, dilute the ammonia with the remainder of the water, and mix.

IMPROVED BROWN MIXTURE.

Extract of licorice.....	Gm. 30
Camph. tincture of opium.....	Cc. 120
Antimonial wine	Cc. 60
Spirit of nitrous ether.....	Cc. 30
Mucilage of acacia.....	Cc. 100
Sugar	Gm. 600
Caramel	Cc. 8
Water to make.....	Cc. 1,000

Dissolve the extract of liquorice and caramel in 300 Cc. of water, add the wine, spirit of nitrous ether and camphorated tincture of opium, previously mixed; filter into a bottle containing the sugar and mucilage, and wash the filter with water to make the volume measure 1000 Cc. Shake till the sugar is dissolved, then strain through flannel.

ANTISEPTIC POWDER.

Camphor	Gm. 5
Myrrh	Gm. 5
Yellow cinchona bark.....	Gm. 10
Chamomile flowers.....	Gm. 10
Wood charcoal.....	Gm. 20

Reduce to a fine powder. For gangrenous wounds.

TOOTH PASTE.

Venetian talc.....	ozs. 1¼
Precipitated chalk.....	oz. 1
Cuttlefish bone.....	drams 2¼
Milk sugar	drams 3
Extract violet.....	minims 80
Oil peppermint.....	minims 15
Oil rose.....	minims 40
Glycerin	minims 80
Carmine, sufficient to tint.	
Alcohol, sufficient.	

HAIR CURLING LIQUID.

Carbonate of potash.....	drachms 3
Strong solution of ammonia.....	drachms 2
Glycerin	drachms 2
Rectified spirit.....	ozs. 1¼
Distilled water to produce.....	ozs. 20

Mix. Moisten the hair with a little of the fluid and adjust lightly. It will curl up as it dries. Any grease or fat should be removed before using this by thoroughly washing the head with soft soap.

The following powder is especially valuable in the nursery and for the prevention of chafing in young children:

BERLIN NURSERY POWDER.

	Parts.
Salicylic acid.....	2
Talcum	100
Lycopodium	100
Starch, in finest powder.....	50
Zinc, oxide, c. p.....	20

Mix intimately by sieving several times. This powder not only is very grateful to the tender skin, but it rapidly heals chafes and other similar injuries.

WINE OF CINCHONA.

A careful study of cinchona wine has been made by G. Weinedel (Phar. Zeit., 1899, 285), who finds fault with the formulas of the two German pharmacopœias; both products soon depositing a sediment, containing considerable amount of the alkaloids. For instance, one specimen of wine containing, when

fresh, 1.82 per cent. alkaloids, after four weeks contained 1.36 per cent., and after sixteen weeks contained 0.48 per cent.

After trying all recipes coming under his notice, he devised the following process, which, he claims, is most satisfactory:

	Parts.
Cinchona, in coarse powder....	50
Hydrochloric acid.....	3
Water	75
Alcohol	100
Sherry wine.....	1000
(Or, better, sherry and malaga, each 5000.)	
Syrup	150
Syrup of orange.....	20
Citric acid.....	1

Mix the water and hydrochloric acid and in the mixture macerate the cinchona for twenty-four hours on a water-bath. Then transfer to a wide mouthed container, add the alcohol, and macerate for eight days. Then add the remaining ingredients, macerating in a cool place for four weeks, and then filter.

(To be continued.)

Spectrum of Radium.

M. Demarçay has made another observation of the spectrum of radium, by which he finds that the chloride of radium has been prepared in an almost pure state; the sample was furnished by Madame Curie. The spectrum of its solution in hydrochloric acid has given three sets of rays: first, those of the platinum electrodes; second, a feeble spectrum of barium, reduced to its three principal rays; and third, the rays of radium, which have been already enumerated in a note presented to the Académie des Sciences some time since. The spectrum of radium is in this case very strongly marked, while that of barium has almost disappeared. No new lines have been found for radium, but the two nebular bands, which were somewhat faint in the previous spectrum, are now much stronger; the first of these commences somewhat sharply about 4621.9, with a maximum near 4627.5; it is nearly symmetrical with respect to this maximum, finishing near 4631.0. The second band is somewhat stronger; it begins sharply about 4463.7, with a maximum at 4455.2, becoming diffused toward the ultra-violet; it seems to end near 4390.0. As to the stronger rays of radium, they appear in this spectrum with great power and intensity, equaling the strongest ever observed, especially the rays 3814.7, 4340.8 and 4683.2. It is remarkable to observe that the spectrum of radium gives it as strong an analogy to the metals of the alkaline earths as is shown by the chemical reactions. The experiments were made entirely by the photographic method, as the quantity of material was too small to permit observation by the eye. It will be seen that the chloride of radium is now obtained in an almost pure state.—"Scientific American."

Worth the Money.

We inclose check to balance our account. . . . We take some journals that we think are not worth what they cost, but we are sure the AMERICAN DRUGGIST is worth the money to any live druggist. Those who are only half alive do not need any journal.

W. S. BRANCH & Co.

Parker, S. D.

THE DIGESTIVE POWER OF PEPSIN.¹

BY BENJAMIN T. FAIRCHILD, Ph.G.,

New York.

IN the March issue of the "Western Druggist" there appeared an article by Joseph R. Perry, Ph.D., M.D., in which he states that the pharmacopœial solution for testing pepsin with the pepsin left out dissolves the albumen in about the same time. Several brands of pepsin, liquid and dry, and finally a pepsin upon which he could depend—made by himself—were used with the same result.

Numerous experiments with pepsin and acid, and acid without pepsin, are described, with the observation and conclusion that pepsin and acid in three to seven hours digested and dissolved egg-albumen, beef and various other foods; leaving out the pepsin did not affect the result. Dr. Perry also states that he "proved most conclusively that diluted muriatic acid is a digester of all these foods and that pepsin by itself has no digestive power at all." (Italics the author's own.)

As the net purport, Dr. Perry asserts that "pepsin is one of the greatest humbugs in the whole list of the armamentarium of the physician."

Is Pepsin a Humbug?

Having been for many years interested in the applied science of the digestive ferments, and having devoted myself to the study and development and application of pepsin and other enzymes in the various important directions in which I have conceived them to be of value, I may, perhaps, be thought guilty of promoting this greatest of therapeutic humbugs.

However, with all courtesy, I must say that it is simply incredible that any one making the experiments described by Dr. Perry could possibly find that diluted hydrochloric acid, under the conditions of the U. S. P. test, by itself, converts egg-albumen into solution.

The pharmacopœial method for the "valuation of pepsin" provides a certain medium suitable for the action of pepsin—a medium approximating in chemical constitution to pure gastric juice, and the conditions of the test otherwise approximating to those of bodily digestion. Under these conditions, a given amount of pepsin is required to digest a definite amount of albumen.

The pharmacopœial solution without pepsin is absolutely incapable of converting coagulated egg-albumen into solution.

Diluted hydrochloric acid of any percentage approximating to that of the gastric juice, or of the pharmacopœial test, is likewise incapable of digesting (dissolving) coagulated egg-albumen. Diluted hydrochloric acid, far from being a solvent of hard-boiled egg-albumen, rather increases its insolubility; the water will dissolve more albumen with the acid left out. Hydrochloric acid in any marked excess (say, 0.6 per cent.) over that of the U. S. P. test solution, or as contained in the gastric juice, not only fails by itself to dissolve coagulated albumen, but destroys pepsin, so that the ferment then becomes absolutely inert.

Some Experiments.

In proof of this it may be interesting to subjoin the following experiments, in which the proportions are those of the U. S. Pharmacopœia:

A.—Hard-boiled egg-albumen.Gm. 10
Water containing 0.2 per cent
HClCc. 100
U. S. P. pepsin.....Gm. 0.0025

Macerated six hours, at 38 to 40 degrees C., shaken every fifteen minutes.

B.—Hard-boiled egg-albumen.Gm. 10
WaterCc. 100

Macerated six hours, at 38 to 40 degrees C., shaken every fifteen minutes.

C.—Hard-boiled egg-albumen.Gm. 10
Water containing 0.2 per cent
HClCc. 100

Macerated six hours, at 38 to 40 degrees C., shaken every fifteen minutes.

Visible results at the expiration of six hours: The coagulated egg-albumen in mixtures "B" and "C" are identical in physical properties, the albumen being in dense, opaque particles, with the outlines clear and sharp, practically as at the beginning. Allowed to subside, there was scarcely any perceptible difference in the amount of albumen present in each flask—the supernatant liquid in each as clear as at the beginning. In mixture "A" the egg-albumen had entirely disappeared.

Very soon after the outset of the test there was a visible softening of the albumen, the particles gradually diminishing in size, becoming more or less gelatinous and gradually dissolving until they entirely disappeared, the solution gradually assuming slight color, increased density, and a tendency to froth upon shaking.

Mixtures "A," "B," and "C" were each then filtered and the soluble proteids quantitatively determined by the modified Kjeldahl method—total soluble proteids Nx6.25.

"A" filtrate, containing the albumen in complete solution, taken as 100, "B" was found to contain 15.3, "C," 12.5 nitrogenous bodies.

Egg-albumen, as well as all native forms of albumen, contain soluble nitrogenous bodies. When the whole egg is boiled the coagulated egg-albumen will be found to still contain nitrogenous bodies soluble in water, when macerated therewith, and no more soluble with acid than without acid.

As the above experiments have shown, the presence of the acid diminishes the amount of the bodies soluble in water; consequently, we find more in "B," without acid, than in "C," with acid.

What the Results Show.

So we have here a clear demonstration of the fact that the power of the U. S. P. pepsin test mixture to convert coagulated egg-albumen into solution depends essentially upon the addition and presence of pepsin.

Pepsins of varying power are readily assayed simply according to the minimum amount of the pepsin required for the conversion of the albumen; if 1-20 of a grain, a 3,000 pepsin; if 1-100 of a grain, a 15,000 pepsin.

In experimenting—the daily routine pepsin assays—I commonly employ a blank or "control" test containing only the acid solution and coagulated albumen; otherwise submitted to the conditions of the U. S. P. test. By permitting this control mixture to subside in

a graduated cylinder, the volume of albumen is readily measured and forms a convenient method of roughly estimating the digestive action in a parallel series of tests, where the albumen is in any instance left undigested. In many hundreds of tests I have never seen one in which the "control" acid solution has given perceptible evidence of action upon the particles of albumen.

The U. S. P. test is based upon long-accepted facts concerning the nature and role of pepsin in the chemistry of digestion.

Nature and Functions of Pepsin.

Pepsin is the characteristic organic active principle of the gastric juice, upon which depends the power of the gastric juice of converting albuminous bodies into the soluble form which is essential to their assimilation.

The characteristic acid of the gastric juice is hydrochloric acid; the accepted normal percentage of hydrochloric acid is 0.2 per cent. Pepsin exerts a powerful solvent action also with various percentages of acid and with various other acids, mineral and organic. Gastric juice is also capable of converting egg-albumen into solution at various temperatures, say, from 60 degrees F. to 140 degrees F.; energetically at about body temperature.

Among others, we may state the following facts, by which we know that the active principle of the gastric juice is an organic substance:

Gastric juice, heated to 160 degrees F., becomes inert, incapable of dissolving egg-albumen. This sterilized gastric juice retains its acidity; analysis reveals the original content of acid, proteids, etc.; but its vitality is destroyed, because the pepsin is killed.

If we take the gastric juice and add alkali to the faintest degree of alkalinity, it is no longer capable of dissolving coagulated egg-albumen; and if we restore the original acidity, the juice still remains inert, because the pepsin, once destroyed, cannot be restored. Other chemical agents, such as sodium chlorid, sodium sulfate, etc., precipitate pepsin from the gastric juice and this precipitate retains all the digestive properties. Other chemicals added to the gastric juice deprives it of its physiological power—simply render the pepsin, its essential organic ferment, inert.

Artificial gastric juice—pepsin in water with 0.2 per cent. HCl—behaves in the same manner under all the above-mentioned conditions.

We know that pepsin corresponds in some respects to proteid bodies in general, but is distinguished by the behavior that it is capable of converting other proteids into a soluble and non-coagulable form in acid media at the temperature of the normal body, while it is itself indigestible. The products of digestion are dialyzable; pepsin is not dialyzable.

This view of the source and nature of the functions of the gastric juice is a fundamental concept of our whole present accepted knowledge of the chemistry of digestion. The discovery of pepsin—of the fact that the solvent action of the gastric juice is essentially due to an organic, ferment-like body—opened the way to the discovery that the action of each and all of the digestive secretions of the animal body depends upon the presence of a peculiar ferment, or group of ferments, and thus

¹ "The Western Druggist."

led to profound, minute and brilliant investigations in physiological chemistry, and in consequence to a rational conception and knowledge of the chemistry of digestion, in place of the crude, absurd views and speculations which had been previously advanced.

When we contemplate the "silent transmutations" which food substances undergo under the action of these physiological principles, the inorganic ferments, "we approach close to the mystery of vitality itself."

The Influence of Other Ferments.

The influence of other ferments, of food accessories, of alcohol, and of drugs upon peptic digestion have all been the subject of searching investigation and experiments by methods based upon the assumption that pepsin is the essential active principle of the gastric juice. The methods of extracting, preserving and utilizing pepsin and the other enzymes, their chemical and physiological and pharmaceutical compatibilities, have been the subject of immense labor in both pure and applied science.

All of this work, based on the theory and on the fact of the existence and functions of the digestive enzymes, is made ridiculous, if we are now to believe that diluted hydrochloric acid acts just as well without pepsin.

Dr. Perry has arrayed against him Schwann, Wasmann, Brucke, Bernard, Schiff, Kuhne, Chittenden, Gamgee, Hammarsten, Prout, Tiedemann and Gmelin, Dunglison and Emmett, Lehmann, Bidder and Schmidt, Heidenhain, Ebstein and Grützner, Langley, Allen, Roberts, Flint, Dalton, Scheffer, Ewald, Pawlow, Wittich, Meissner, Schützenberger, Eberle, and Johannes Müller; and many others, whose work in relation to the nature and action of pepsin and various enzymes is embodied in voluminous literature.

Operative chemists, makers and buyers of pepsin, rely upon the U. S. P. test to distinguish and assay pepsin—deficient pepsin, U. S. P. pepsin, and plus U. S. P. pepsin. This method is substantially that employed by all physiological chemists in their research work. It is also the method which has been adopted by all other pharmacopœias.

Is it not incredible that chemists and physiologists have not in their researches observed so simple a thing as this, if it be true that diluted hydrochloric acid dissolves egg-albumen, beef, pork, etc.?

If hydrochloric acid is the digestant, how do we recognize pepsin? How does Dr. Perry know that he made pepsin? Pepsin is distinguished from all other substances by the very capacity of imparting to acidulated water the power of converting alimentary proteids into soluble albumoses and peptones. The "discovery" that "pepsin by itself has no digestive power at all," which Dr. Perry announces and to which he attaches much importance, is the very thing which is known to all physiologists and to chemists, and is at the very foundation of the whole phenomenon and rationale by which we recognize and account for the role of pepsin in the acid gastric juice and in artificial gastric juice. He might as well have "discovered" that pepsin cannot act without heat or without water!

Gamgee ("Physiological Chemistry of the Animal Body") says: "The essen-

tial physiological attribute of the gastric juice is the power of breaking down and dissolving a large part of the solid proteid aliments and converting them into so-called albumoses and peptones. This power depends upon the coexistence in the juice of an enzyme termed pepsin and an acid which has been shown to be either free hydrochloric acid or a more complex conjugated acid formed by the union of hydrochloric acid with an organic body, which, however, if it exists, is readily dissociated with the evolution of hydrochloric acid. Neither pepsin nor hydrochloric acid is active alone, but a mixture of the two bodies, in the presence of a proper quantity of water and at a suitable temperature, acts essentially as the normal gastric juice. While the enzyme pepsin is absolutely indispensable, the acid may be replaced by other acids and yet proper digestion will take place."

We know that certain cells of the stomach secrete this hydrochloric acid; that in disease it may be excessive or deficient; that this acid is antiseptic, and thus at the gateway of the body is this acid, germicidal digestive juice. We know that Nature is not so poor in resource as to make this prime function dependent upon an arbitrary percentage of acid or any one acid. A portion of the acid of the gastric juice enters into combination with the albumen of the food. The acids of ordinary food—citric, lactic, tartaric and acetic—are all well favorable to the action of pepsin. Even the feeblest acidity affords a medium for the action of pepsin.

Pepsin is, therefore, even without acid, or administered in feeble acid solution, esteemed a valuable therapeutic agent by a host of physicians and by eminent specialists in the disorders of digestion. "A knowledge of the physiology of digestion has led to the satisfactory treatment of dyspepsia by the administration of digestive enzymes." (T. Lauder Brunton, M.D.) The therapeutic employment of pepsin—as a solvent of pus, morbid tissue, necrosed bone, diseased membrane, etc., as an aid to peptic digestion, and to promote the toleration of drugs which disturb digestion—its technical use in the production of peptones employed in the nutrition of the sick, is all foolish, if hydrochloric acid is the digestant.

Liebig in his "Chemistry in Its Application to Agriculture and Physiology" deprecates the time and energy expended in the effort to refute and to criticize and says: "An experiment is the expression of a thought. We are near the truth when the phenomenon elicited by the experiment corresponds to the thought; while the opposite result shows that the question was falsely stated, and that the conception was erroneous." He suggests that "if the result of the criticism (or experiment) be merely negative, if it do not suggest more correct ideas in place of those which it is intended to refute, it should be disregarded; the worse experimenter the critic is, the greater will be the discrepancy between the results he obtains and the views proposed by the other."

The reverent and philosophic spirit of the illustrious Liebig, who applied science "as an aid to the means of life, to commerce, and to manufactures," is in striking contrast to that of the critic who challenges the thought and the idea which are irrefutably fixed as the basis of our knowledge of the phenomena of the chemistry of digestion—an idea

evolved by patient, laborious, skilled scientific research and confirmed by a multitude of observations since the discovery of pepsin by Schwann in 1836.

THE OFFICIAL AND THE COMMON ATOMIC WEIGHTS.¹

BY DR. GUSTAVUS HINRICHS,
St. Louis, Mo.

ALL chemical compounds contain their constituent components in fixed proportions. This fundamental principle of chemistry was first stated by Dalton, and solidly established by the multitude of exact chemical analyses made by the great Swedish chemist, Berzelius.

The international symbolic language of chemistry is also due to this master. He represented each chemical element by a symbol—the initial and most characteristic letter of the Latinized name of the element. To each of these symbols a definite numerical value was assigned, now called the atomic weight of that element. Writing the symbols of the constituent elements, of a compound, gives the chemical formula of that compound.

Berzelius not only created this marvelous universal language for chemistry, but he also spent the larger part of his life and all his wonderful skill as an analytical chemist in the determination of the actual values of these atomic weights. The results of this work are of great value even to-day.

The Unit of Comparison.

As unit or standard of comparison, he very properly selected oxygen, putting it at 100. Chemists to-day have generally returned to this standard, but put it at 16.

The reason for this change to 16 may be expressed by saying, that for this value, O=16, the atomic weights of most elements are, as a matter of fact, very nearly whole numbers, or, in a few cases, very nearly half way between two consecutive whole numbers.

Thus, the atomic weight of silver is nearly 108; that of mercury is near 200; that of potassium is near 39; but that of chlorine is near 35.5. In fact, for all ordinary purposes, these numbers may be used without committing any appreciable error in the result. I have called these numbers the common atomic weights.

In order to avoid misunderstandings it may be well here to insert a table of these common atomic weights for 60 of the chemical elements. We will not need to print the name, but merely give the chemical symbol of Berzelius. We may add that A is the symbol of Argon, and He that of Helium.

COMMON ATOMIC WEIGHTS, FOR O = 16.

A	40	Cs	133	Mg	24	S	32
Ag	108	Cu	63.5	Mn	55	Sb	120
Al	27			Mo	96	Se	79
As	75	Fe	56			Si	28
Au	197	Fl	19	N	14	Sn	118
				Na	23	Sr	88
Ba	137.5	Ga	70	Ni	58		
Be	9	Ge	73	O	16	Te	124
Bi	208			Os	191	Th	234
Bo	11	H	1			Tl	48
Br	80	He	4	P	31		
		Hg	200	Pb	207	U	240
C	12			Pd	106	Va	51
Ca	40	In	114	Pt	194		
Cd	112	Io	127			W	184
Ce	140	Ir	193	Rb	85		
Cl	35.5			Rh	103	Zn	65.5
Co	59	Ka	39	Ru	102	Zr	91
Cr	52						

¹ From advance proof of "National Druggist," of St. Louis, Mo.

For all practical chemical applications these common atomic weights answer every purpose perfectly. Hence, most assuredly, they are entirely sufficient for all applications in pharmacy.

Atomic Weights for the Pharmacopœia.

Accordingly, if our new pharmacopœia is to be a book of practical use to the pharmacist, these common atomic weights will answer best, if the work is to contain any atomic weights at all.

In order to show this, let us consider a few common metals, such as sodium and calcium, of which compounds are official by having found a place in the pharmacopœia.

The atomic weights, pressed by certain chemists in the employ of the Government, are $\text{Na}=23.05$ and $\text{Ca}=40.1$. The first exceeds the common value, 23, by 2.2 thousandths; the last exceeds the common value of 40, by 2.5 thousandths per unit.

Now, Sodii phosphas , $\text{Na}_2\text{HPO}_4 \cdot 12\text{H}_2\text{O}=358$ (common), is $7\frac{3}{4}$ times the weight of the metal contained therein. Consequently the difference due to the use of the common atomic weight of sodium will amount to only about one-eighth of the 2.2 thousandths, which is less than three ten thousandths. In the British Pharmacopœia the dose is from 30 to 120 grains. For 100 grains the above difference amounts to three hundredths of a grain per dose.

To assert that such a quantity can be noticed, either by the balance of the dispensing pharmacist, or by the organism of the most delicate patient, is palpably a mistake.

But our "scientific pharmacist" will possibly want another case, some more active remedy, such as Sodii salicylas , $\text{NaC}_2\text{H}_3\text{O}_2=160$.

In this salt the metal constitutes very nearly one-seventh of the total weight; hence the excess will again be the three ten thousandths due to the "pushed" atomic weights.

The dose (B.P.) is 10 to 30 grains, for which the excess will amount to from 1-300 to 1-100 of a grain per dose. The conclusion of practical men must remain as above expressed.

If we take calcium, for which the pretended "exact" atomic weight is 40.1, exceeding the "common" atomic weight by $2\frac{1}{2}$ thousandths, we shall obtain the same conclusion again.

First, the compounds of calcium in the pharmacopœia under the names of *calx*, *calx chlorata*, *calx sulphurata*, and furnished with more or less intricate and partly erroneous formulæ, are simply commercial products.

As such, they correspond to no chemical formula exactly, and manufacturers do not pretend that they shall or can do so. Furthermore, they change continuously, and cannot be kept at the high standard for any length of time.

In fact, the requirements of the present pharmacopœia for just such compounds will prove of great hardship to even the most conscientious pharmacist, as soon as cases under the same are brought into court.

Of actual compounds of calcium our pharmacopœia gives, for example, the carbonate and the hypophosphite. As we have to turn to the British Pharmacopœia for doses, we find, for the carbonate, 10 to 60 grains, and, for the hypophosphite, 3 to 10 grains.

Now, *calci carbonas precipitatus* $\text{CaCO}_3=100$, which is $2\frac{1}{2}$ times the weight of the metal, and hence the use of the

pretended "exact" atomic weight would exceed the common by one-thousandth in this compound. This amounts, per dose, to from one to six hundredths of one grain. I really would like to see the pharmacy in which such a dose could be weighed with such a degree of precision, and I would also very much like to see the human being, physician or patient, who would be able to tell the difference in effect of a more or less of one to six hundredths of a grain of calcium carbonate in a dose.

If our Committee on Revision is now, or has been, spending its time on such topics, it might be benefited, for a change, to turn to some familiar chapters of "Gulliver's Travels."

Let us, finally, also take the case of *calci hypophosphis* $\text{Ca}(\text{PH}_2\text{O})_2=170$, which is $4\frac{1}{4}$ times the weight of the metal; hence, the pretended "exact" atomic weight, 2.5 thousandths, would only cause about one-half thousandth of difference in the compound. This amounts in the greatest dose, of 10 grains, to only the two-hundredth part of 1 grain.

It may also be required to take a case from the most active organic compounds, say *strychnine*. The official atomic weight (U. S. P. 1890) is 833.81; the common atomic weight is 334, which exceeds it by one-fifth of 1 per cent. The dose is (B. P.) from 1-60 to 1-15 grain. Hence the difference per dose is one thirty-thousandth part of a grain to about one eighth-thousandth part of a grain.

Does any pharmacist or physician suppose that such a difference is within the reach of pharmaceutical or medical cognizance?

Perhaps it may yet be asserted that these differences are material in the quantitative tests of the pharmacopœia. On the face of it this might well be asserted with some show of reason, for the quantitative part of the pharmacopœia is really wonderfully accurate in appearance. We need only run the eye down the columns of millionths and ten millionths, on pages 494 to 497, and on pages 486 to 489, etc. As the heading of these columns is the gramme, the millionth represents the thousandth of the milligramme, or the 1-64000 of a grain.

On the face of this showing the pharmacist might well come to the conclusion that such minute quantities are really within the discriminative skill of the pharmaceutical chemist.

On page 492 it is stated that the cubic centimeter of "Centinormal Potassium Hydrate" shall contain "0.0005599 grammes." Suppose it were to contain just one such ten-millionth of the gramme more—an amount utterly inappreciable for the finest balance ever made—how much would this centinormal potassium hydrate then contain?

It would contain 0.00056 grammes—that is, 0.56 milligrammes to the cubic centimeter, or 0.56 grammes to the liter, the precise amount corresponding to the common atomic weight: $\text{KOH}=39+16+1=56$. This certainly shows the practical insignificance of the main stock-in-trade of those who would banish the common atomic weights as "inexact."

Bearing of Atomic Weights on Determinations of Strength.

But let us consider a few cases of the determination of the strength of official compounds.

Here is *aqua ammoniæ fortior*, $\text{NH}_3=17.01$ official, but 17 common. The official is 6 ten-thousandths in excess of the common.

The directions for testing (p. 47) already disregard this difference; for 1.7 gramme is to be weighed off, and not 1.701 (for a wonder, compare concentrated nitric acid, which is to be weighed to the milligramme, 3.145 gm., p. 17).

The amount of normal sulphuric acid required for neutralization shall be 28 Cc.; the true amount would be 28.0168 or 28.02 Cc. Does any practical chemist suppose that the two hundredths of a cubic centimeter is ever recognized in such a test?

We have incidentally mentioned nitric acid. Its official atomic weight is given as 62.89 (p. 17, U. S. P., 1890). The common atomic weight is 63, or 0.11 more; that is, 0.0017 in excess, per unit.

Neutralizing the 3.145 gm. should require 34 Cc. of normal potassium hydrate, according to the pharmacopœia. This would amount to 0.0578, or say 0.06 Cc. more for the common atomic weights, an amount not entirely negligible in fair work.

But at the same time the direction of weighing off 3.145 gm. of the corrosive acid liquid is impossible, and if direct methods are resorted to, these will give rise to errors much greater than the above six hundredths of a cubic centimeter.

We might continue this examination indefinitely with the same results as above. The differences between the so-called "exact" or "official" atomic weights and the ordinary or "common" atomic weights of whole numbers is practically inappreciable in, and, therefore, irrelevant to pharmaceutical work of all kinds.

Now, if the question whether common or pretended "exact" atomic weights is so utterly insignificant to the practical common sense pharmacist, why is this complication brought to the front at every revision of the pharmacopœia? Is it the result of the "push" of Government "scientists" who seek a quasi-legalization for their productions?

I certainly must take it for granted that, however much the preceding Committee of Revision was misled, our present committee will not inflict a perplexing complexity upon the pharmacists of the country in a matter which, at best, is difficult enough, and which has no clear title to a place in the pharmacopœia at all.

In order to anticipate the rejoinder that, whether simple or complex, the real truth must be set forth in the pharmacopœia, it should be remembered that the Committee of Revision is not bound to establish the truth, and is, most likely, incapable of doing so in this question.

Would the committee undertake to establish the true medicinal action and fix the dose with precision? Most assuredly not, and least of all to the hundredth or the thousandth part of a grain in 10 grain doses.

But it is not merely on account of simplicity, but also for reasons of stability that we would urge our committee to give the common atomic weights, rather than any of the many systems of fancied "exact" atomic weights offered to it from different sides.

It must have a very peculiar effect upon the pharmaceutical public to find in every new edition of the U. S. P. an

entirely new and totally different set of atomic weights. Is old Nature changing every ten years? Are the atoms engaged to serve for ten years at a time, and do they strike for new favors before they will enter into a new ten-year service? Or, do they really change their weights?

In the pharmacopœia of 1870 we find neither atomic weights nor chemical formulæ; yet, so far as my recollection serves me, there is no evidence that the remedies prescribed by the doctors and furnished by the pharmacists under the directions of that pharmacopœia were in any way deficient in their action. Indeed, I have not yet heard of the use of chemical formulæ as curative agents.

Chemical Symbols and Formulæ Not Needed.

Even the German Pharmacopœia does not contain either a chemical formula, or even a lonely atomic weight, between the covers of its official binding, with the imperial eagle and the imperial crown; this omission can hardly be ascribed to ignorance of chemistry in Germany. In the fourth edition, just published, the German authorities have inserted a mere table of atomic weights, for reference, but the text remains, as in the preceding editions, entirely free from chemical formulæ.

Evidently there is no reason for injecting either chemical symbols or chemical formulæ into a standard work in which the actual properties of definite substances are recorded as means whereby to recognize their identity and purity.

The chemical formulæ and the chemical symbols are of no practical value or immediate importance in deciding the actual physical and chemical characters of a given material substance. Nor will the chemical symbol or formula in any way add to the medicinal virtue of the material.

If, however, atomic weights are to be given a place in our next U. S. P., let us hope that they will be the simple, common, whole numbers that have been in use without change for half a century.

These common atomic weights have been in general use by the more sensible chemists, in all parts of the world, for over fifty years without material or systematic change. They have been generally used by nearly all chemists of France in all their works on chemistry.

For over forty years I have used these common atomic weights myself, and have found no reason to regret it. Even in quantitative chemical analysis—really the only place where these things are of actual importance—these common weights are most assuredly nearer the truth than the fancied accuracy offered from official quarters.

But as to this real question of truth or error—a question which has been shown to have, in this case, no immediate practical value to the pharmacist—we shall take that up in another paper. We expect to show that the simple or common atomic weights are also really the true atomic weights.

Even darkest Russia progresses. In St. Petersburg a pharmacy is about to be opened by Madame A. B. Lesnewski, Mag. Pharm., in which women alone are to be employed. This is surely turning the tables on the tyrant man.

SOME POINTS ABOUT PRESCRIPTIONS.

By EDELL A. RUDDIMAN,

Vanderbilt University, Nashville, Tenn.

Manipulation of Mixtures Containing Gold Chloride and Alkaloids.

THE combination of gold and sodium chloride with strychnine, atropine or other alkaloid is one which is familiar to all. In aqueous or weak alcoholic mixture the alkaloid is precipitated in combination with the gold. If the mixture contains as much as fifty per cent. alcohol there will be but little precipitation. However, the addition of that much alcohol is not always allowable. By dissolving the gold and sodium chloride in water and adding a weight of sodium thiosulphate equal to twice that of the gold and sodium chloride, a compound is formed that does not precipitate for some time when added to a solution of the alkaloidal salt. The length of time before precipitation occurs depends largely on the strength of the solution and per cent. of alcohol that may be present. One-fourth of a grain of strychnine sulphate, with one-fourth of a grain of gold and sodium chloride and four drachms of water does not precipitate within a week, but using one-half that amount of water a precipitate begins to form within a day. Sodium thiosulphate itself may precipitate the alkaloid if mixed with a solution as strong as that in which quinine sulphate is usually given.

Syrup of Hypophosphites with Tincture of Iron

Physicians sometimes write prescriptions calling for syrup of hypophosphites or some other form of hypophosphites with tincture chloride of iron, and the result is that ferric hypophosphite is precipitated. If there is enough of phosphoric acid present to convert the iron into the phosphate precipitation may not take place. There are cases, however, where phosphoric acid is not directed and the use of the National Formulary tincture of citrochloride of iron may be used in place of the official tincture of iron, and thereby prevent precipitation. The National Formulary tincture contains sodium citrate, and an aqueous solution of an alkali citrate is a solvent for ferric hypophosphite.

Cocaine Murate and Silver Nitrate Incompatible.

When solutions of cocaine hydrochloride and silver nitrate are mixed silver chloride is precipitated. If cocaine nitrate is used no trouble results. Many pharmacists do not keep cocaine nitrate, only the hydrochloride. The nitrate can be readily made from the hydrochloride by dissolving the required cocaine hydrochloride in water and adding one-half as much silver nitrate as cocaine salt used. The silver chloride thus formed is to be filtered out, and the required amount of silver nitrate is then added to the solution of cocaine nitrate.

Resinous Tinctures in Aqueous Solutions.

It is not uncommon to get a prescription calling for tincture of myrrh,

¹Read at the 1900 meeting of the Tennessee Druggists' Association.

potassium chlorate, glycerin and water. In mixing these, the resin of the myrrh is precipitated and generally forms masses that stick to the bottle or that cannot be evenly divided. By adding the tincture in small portions and with much shaking to the other ingredients the trouble is remedied to some extent. Where it is admissible the use of honey in place of glycerin makes a much better mixture. The resin is precipitated, but in much finer form, and can be readily disseminated through the liquid by agitating.

An Interesting Iodine Mixture.

A prescription calling for corrosive sublimate, oil of turpentine, iodine and alcohol was of some interest on account of the color of the iodine being destroyed. On mixing the solution of mercury in turpentine with the solution of iodine in alcohol a turbid, nearly colorless mixture was formed, which separated into two layers, the upper being about one-third the value of the lower one. The upper consisted chiefly of oil of turpentine with some mercury salt perhaps, the lower one was alcohol with some turpentine and mercuric iodide. Leaving out either the turpentine or the corrosive sublimate, the iodine was not all reduced. The turpentine is the chief factor in reducing the iodine. The mercuric chloride perhaps acts as a carrier or acts by breaking up the compound which iodine forms with the oil, thereby allowing the oil to take up more iodine.

Dispensing Hygroscopic Salts in Capsules.

Capsules containing sodium bromide, camphor, caffeine citrate, antipyrin and tincture of aconite were dispensed. The next day the patient brought back the box in which the capsules had liquefied. The chief trouble here was due to the sodium bromide being hygroscopic. It had absorbed enough of water to liquefy or make a mass with the other ingredients and the capsules. The prescription was later dispensed by using considerable drying powder and sending the capsules in a bottle.

The Reaction Between Spt. Ether Nit. and Uva Ursi.

In the diuretic prescription containing spirit of nitrous ether, fluid extract of buchu, fluid extract of uva ursi, potassium acetate and water there is the well known effervescence. This has been ascribed to the decomposition which results when spirit of nitrous ether and tannin in some form, as in the fluid extracts, are mixed. The effervescence is not due entirely to this. Spirit of nitrous ether and an aqueous solution of potassium acetate produce the evolution of considerable gas. One writer says that nitrous acid with acetic acid forms carbon dioxide, carbon monoxide, and other gases. In the dilute solution of spirit of nitrous ether and aqueous solution of potassium acetate this reaction is hardly likely. It has been suggested that the potassium acetate acts mechanically, throwing the ethyl nitrite out of solution, and that the volatilization of the ethyl nitrite is the cause of the effervescence. This theory has some plausibility, since a solution of potassium nitrate, sodium chloride or Rochelle salt has about the same effect.

A Caution About Synthetics.

In combining the so-called synthetics with other agents, the pharmacist can-

not be too careful. For instance, antipyrin with calomel in the presence of a little moisture causes the powder to slowly become dark, due to the formation of metallic mercury; at the same time the much more active mercuric chloride is formed. If sodium bicarbonate is added to the mixture it becomes black at once, if moistened. The proportion of mercuric chloride increases with the metallic mercury, and consequently with the darkening. Sodium bicarbonate with either antipyrin or calomel alone with moisture seems to have no effect for several weeks at least.

A Hint About Combining Resinous Extracts in Aqueous Mixture.

Many of you are familiar with the combination of potassium bromide, chloral hydrate, extract of cannabis indica, extract of henbane, alcohol and water. Usually there is only a small proportion of alcohol directed and there is great difficulty to get the resin of the cannabis indica into solution or keep it in solution or even in such a form that the mixture is a respectable "Shake" mixture. If the chloral hydrate is dissolved in a very small amount of water, so as to make a nearly saturated solution, this will make an excellent solvent for the extracts, dissolving them to a clear solution. The alcohol should now be added to this and then the water in which the bromide has been dissolved should be added in portions, agitating well. Generally there is a slight precipitation formed but it is finely divided and can be easily distributed through the liquid. If the mixture contains as much as two ounces of alcohol to the pint there is practically no precipitation.

Changes in the Pharmaceutical Curriculum in Spain.

A royal decree has been signed altering the course of study in pharmacy in Spain, and bringing it up to modern ideals. The decree states that the increase of the pharmacist's duties in matters of public health necessitate the greatest attention being given to practical instruction, and to this end courses of microbiology, bacterial technology and public hygiene, which will be taken in the medical faculty, have been added to the strictly pharmaceutical parts of the curriculum.

The first of the new subjects will have a special chair, and will be attended by students while proceeding to the degree of doctor.

The pharmaceutical curriculum is now divided as follows: (1) Theoretical and practical physics, mineralogy and zoology; (2) descriptive botany, recognition of medicinal plants, inorganic chemistry and laboratory practice; (3) materia medica and organic chemistry, with laboratory practice; (4) chemical analysis, especially of foods, drugs and poisons, practical pharmacy and legislation, public hygiene (to be studied at the medical faculty). These four courses form the licentiate period, the classes being held daily, except physics and chemical analysis, which are on alternate days.

The period for the degree of doctor is made up of biological chemistry, with analysis, microbiology and bacterial technology, preparation of medical sera, history of pharmacy and comparative study of the existing Pharmacopœias.

Elixirs of the United States Pharmacopœia of 1900.

Prof. P. E. Hommel advocates ("Druggists' Circular") the introduction of at least twenty of the National Formulary elixirs into the next United States Pharmacopœia. These he has ascertained by consultation with a number of reliable physicians and pharmacists of wide experience to be elixirs that represent drugs which have recognized physiological action.

Such preparations are the ones desired for the pages of the Pharmacopœia. We do not want to load it down with a lot of things which are here to-day and away to-morrow.

The elixirs which are most in demand at the present time, says Professor Hommel, and probably will be for a long time to come, are the ferruginous tonics, combined usually with some vegetable drug or its alkaloid. We find in the National Formulary about 18 elixirs of iron, in combination. Of these I think the following should become official: Elixir ferri, quinine et strychnine, elixir ferri phosphatis, quinine et strychnine, elixir gentiane cum tinctura ferri chloridi, elixir hypophosphitum cum ferro. Each one of these preparations is an ideal one, easily prepared, and agreeable.

Regarding the elixirs of the digestive ferments, elixir pepsini should find its way into the Pharmacopœia. It is needed there very much. This elixir is a success pharmaceutically and therapeutically.

The elixir of potassi bromidi, and sodii bromidi, should be included. They are what the physician wants almost daily. Many who are familiar with the National Formulary are prescribing them, but we want more. I would suggest, however, that an elixir of the triple bromides be formulated, consisting of the bromides of ammonium, potassium and sodium; the three combined give better sedative and antispasmodic action, especially in the form of an aromatic cordial, which is always available for immediate absorption and action.

Cathartic, laxative and purgative agents, in a fluid condition, pleasant to the taste and agreeable to the stomach, are seemingly very much in vogue. The National Formulary offers six, three of which will fill the bill in every particular, and they should receive the consideration of the Revision Committee: Elixir rhamni purshiana, elixir rhamni purshiana compositum, and elixir catharticum compositum.

The bark of viburnum opulus and v. prunifolium, during the last ten years, has been held in high esteem by physicians as a diuretic, tonic and sedative to the uterine and ovarian nerve centers. The fluid extracts ordinarily given with medicated waters and syrups are not sufficiently agreeable. The National Formulary, however, provides an elixir which should become official.

The elixir taraxaci compositum, of the National Formulary, is probably one of the finest vehicles for the administration of medicinal agents known, and for that reason we find that it enters into 14 other elixirs of that work, representing vegetable and animal drugs of positive value. On account of its elegance of aromatic combination, its power of disguising unpleasant medicines and of enhancing their physiological action, it should become an official article.

Other elixirs which are admirable for masking the taste of drugs, especially the intense bitterness of the alkaloids, quinine, cinchonidine, etc., are the elixirs of glycyrrhizæ, aromaticum and of yerba santa. They are handy for the doctor and should receive the commendation of the Revision Committee.

As these are great days for brain and nerve tonics, it seems to me that the elixir apii graveolentis compositus should not be overlooked. It contains well chosen ingredients, which commend themselves as efficient in connection with the bromides, hypophosphites and certain synthetics.

There are eleven elixirs of cinchona, two simple, the remainder in combination, to be found on the pages of the National Formulary. Of these the following should be adopted on account of the great popularity of cinchona bark: Elixir cinchonæ, elixir cinchonæ detannatum, elixir cinchonæ et ferri, elixir cinchonæ ferri et strychninæ. Besides the elixirs mentioned there should be added elixir ammonii valerianatis and elixir anisi.

The Examination of Seidlitz Powders.

Joseph Huntingdon has examined six samples of seidlitz powders and found (Am. Jour. Pharm., 1900, 466) that they contained 3, 7.08, 7.37, 7.26, 4.98, 5.21 and 5.77 Gms. respectively of anhydrous Rochelle salt, while the correct quantity of this ingredient is 5.77 Gms. All the samples of the blue powder examined showed traces of one or more of the following substances: Iron, chlorides, sulphates, calcium, lead. The quantity of sodium bicarbonate present varied all the way from 4.4 Gms. to 11.85 Gms. The white powder proved to be tartaric acid in each case, the quantity present varying from 2.37 to 2.56 Gms., all the samples containing either lead or sulphates as an impurity.

The author proposes the following methods for the examination of the seidlitz mixture:

Heated at 74 degrees C. the mixture loses water and carbon dioxide, at a higher temperature is decomposed, froths, becomes brown, and gives off inflammable vapors having the odor of burning sugar, finally leaving a residue consisting of alkaline carbonates mixed with carbon.

With silver nitrate test solution a solution of the mixture yields a white precipitate, which becomes black on boiling. If the white precipitate is dissolved by the addition of a few drops of ammonia water, a silver mirror will be produced on heating. The solution of the mixture, acidified with acetic acid, yields a yellow precipitate on the addition of sodium cobaltic nitrite test solution.

Arsenic, Lead, Copper, etc.—A small quantity of the seidlitz mixture slightly supersaturated with hydrochloric acid, and followed by an equal volume of hydrogen sulphide test solution should not be rendered turbid.

Iron, Aluminum, etc.—The clear filtrate from the above should not be rendered turbid on slight supersaturation with ammonia water.

Chlorides.—If 1.2 grammes of seidlitz mixture be dissolved in 10 Cc. of dilute nitric acid, then 0.5 Cc. of decinormal silver test solution added, and the precipitate, if any, removed by filtration,

the clear filtrate should remain unaffected on the further addition of silver nitrate test solution.

Sulphate, Sulphite and Hyposulphite.—If 2.5 grammes of seidlitz mixture be dissolved in 11 Cc. of dilute hydrochloric acid, then 0.1 Cc. of nitric acid and 0.25 Cc. of decinormal barium chloride test solution added, and the precipitate, if any, removed by filtration, the clear filtrate should remain unaffected by the further addition of barium chloride test solution.

Calcium.—The aqueous solution should not be rendered turbid by ammonium oxalate test solution.

Sulphocyanate.—The aqueous solution slightly supersaturated with hydrochloric acid should not be colored red by a drop of ferric chloride test solution.

Quantitative Tests.—If 2 grammes of the mixture of sodium bicarbonate and Rochelle salt be dissolved in water, normal sulphuric acid volumetric solution added until effervescence ceases, and the solution is strongly acid, then boiled for five or ten minutes, phenolphthalein test solution added, and the excess of acid neutralized by normal potassium hydrate volumetric solution, it should be found to require not more than 5.96 Cc. of sulphuric acid volumetric solution to produce a neutral solution (corresponding to 25 per cent. of sodium bicarbonate, each cubic centimeter being the equivalent of 0.08385 gramme).

If 2 grammes of the mixture be again taken, this thoroughly ignited in a platinum crucible, the crucible with ash adhering boiled in distilled water until the ash is dissolved, then normal sulphuric acid volumetric solution added in excess as before, boiled phenolphthalein added, and the excess of acid neutralized with normal potassium hydrate volumetric solution, the number of cubic centimeters of acid found to be required, minus 5.96 (the amount required for the sodium bicarbonate alone), should leave not less than 10.65 Cc. (corresponding to 75 per cent. of Rochelle salt, each cubic centimeter being the equivalent of 0.140755 gramme).

The Pharmacopœia blue powder containing 2.583 grammes of sodium bicarbonate would require, theoretically, 2.305 grammes of tartaric acid to exactly neutralize 83.85 (NaHCO_3 : 74.82 ($\frac{1}{2}\text{H}_2\text{C}_4\text{H}_4\text{O}_6$) : 2.583 : 2.305, while the amount given is 2.25 grammes, leaving a deficiency of nearly 1 grain. It might be claimed that, as the sodium bicarbonate of the Pharmacopœia is allowed to be of only 98.6 purity, this would make an acid solution. Further calculation showed that it does not. If a 100 per cent. pure sodium bicarbonate required 2.305 grammes of tartaric acid, a 98.6 per cent. salt would require 2.273 grammes, 100 : 98.6 : 2.305 : 2.273. These figures are for a tartaric acid of absolute purity, whereas it is most likely to be at least a fraction of 1 per cent. short of this, while there is good reason to believe that most of the sodium bicarbonate now on the market comes well within the official requirements. The official quantity of tartaric acid, if absolutely pure, would only be equal to a sodium bicarbonate of 97.6 per cent. purity, 2.583 (official quantity) : 2.5215 (equivalent quantity) : 100 : 97.6.

The tartaric acid should be estimated by the official process with potassium hydrate, but to avoid precipitation of potassium bitartrate it is recommended to titrate in hot solutions.

The Chemistry of Strophanthus.¹

By FRANZ FEIST.

The only strophanthus preparation included in official pharmacopœias is the tincture prepared from the seed of *Strophanthus kombé*, Oliv., according to some pharmacopœias, or from the seed of *S. hispidus*, D. C., according to others, and it is stated that the residue of the evaporated tincture gives with sulphuric acid a green coloration.

Great hopes of this remedy were for some time entertained, because it did not produce the disagreeable effects of digitalis, but it has fallen into discredit, since the tincture met with in commerce proved to be of very unequal activity.

The causes of this objection are now clearly recognizable, and they explain the disinclination of medical men to use the drug. The essential point is the use of a pure glucoside of known activity, and my object is to direct attention to strophanthin as the substance which, on account of its great solubility in wa-

served in the effects of strophanthin and strophanthus tincture.

It is therefore necessary to establish the difference between strophanthin and pseudo-strophanthin.

The strophanthin used in my experiments was prepared by C. F. Böhringer & Son, of Waldhof, according to Fraser's method. It was quite pure and free from pseudo-strophanthin, and presented all the characters described by Fraser.

In comparing strophanthin with pseudo-strophanthin the account given of the latter by L. Kohn was relied upon, as well as his statement that the glucoside he prepared was identical with that of Merck, and agreed with Arnaud's description except in its optical characters.

The investigation of the toxic effects of strophanthin and pseudo-strophanthin was carried out by Dr. Höber. The γ strophanthin of Arnaud was examined in this respect by Gley, who found it to be nearly twice as active (about 5:3) when applied subcutaneously as

Description given.	Strophanthin.			Pseudo-Strophanthin.		
	Fraser. Hisp var. Kombé.	Böhringer. Kombé.	Schuchardt. Hispidus.	Arnaud. Kombé, or Hispidus.	Kohn. Kulsch. Hispidus or Kombé?	Merck (Kohn) Hisp.
Color of seed used...	Greenish white.	Pale green	?	Green	Green	Brown
Seed with H_2SO_4	?	Green	?	?	Green	?
Glucoside with H_2SO_4	Green	Green	Red	?	Red	Red
Formula.		$\text{C}_{28}\text{H}_{44}\text{O}_{10}$		$\text{C}_{28}\text{H}_{44}\text{O}_{10}$	$(\text{C}_{28}\text{H}_{44}\text{O}_{10})$	
Melting point...	172-75°	170°	167°	165° about	179°	179°
Optical rotation...		{ 1% solution none 5% = +10°		[α] D = +30°	Minimal left	
Hydrolysis with...	1% HCl at 50°-60°	0.5% HCl at 70°-75°	0.5% HCl at 70°-75°		2.4% HCl at 100°	
Yield of strophanthin or γ -stroph.	0.8% H_2SO_4					
	83.7	50-52			59.5	
Melting point...	65°-70°	160°-170°			195°	
Formula.		$\text{C}_{27}\text{H}_{42}\text{O}_7$			$\text{C}_{27}\text{H}_{42}\text{O}_7$ or $\text{C}_{27}\text{H}_{42}\text{O}_8$	
Lethal dose per Kilo rabbit, subcutaneous injection		0.0006	0.0006	0.00085		

ter as compared with the glucosides of digitalis, is more readily absorbed, and is therefore more prompt in its action.

Among the circumstances which have to be considered as influencing the medicinal value of the tincture, the uncertainty as to the source of the seed used is a considerable one, as has been shown by many observers. Still more important than the circumstance that while some seeds contain strophanthin others do not, is the existence of different strophanthus glucosides; the one isolated by Fraser differs from that isolated by Arnaud, the two substances differing chemically and in toxic power.

Strophanthin was obtained by Fraser from the green seed of *S. kombé*, but whether it exists in other kinds is still undetermined. The other glucoside obtained by Arnaud subsequently investigated by Kohn and Kulsch, now known as pseudo-strophanthin, certainly exists in several kinds. Arnaud prepared it from seed (probably green) supplied by T. Christy as *S. kombé*. The green seed used by Kohn was certainly not that of *S. hispidus*, and Merck manufactures the same glucoside from brown seed (*S. hispidus*). This difference accounts for the discrepancies ob-

served in the effects of strophanthin and pseudo-strophanthin.

The necessity of distinguishing between strophanthin and pseudo-strophanthin is evident; that should be done in the pharmacopœias and in labeling the commercial articles, and it may even be necessary in every instance to state on the label the lethal dose per kilo.

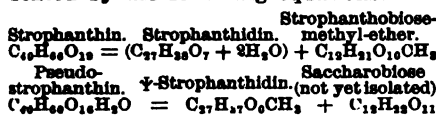
The composition of strophanthin in the anhydrous state is represented by the formula $\text{C}_{28}\text{H}_{44}\text{O}_{10}$. Kohn and Kulsch give as the formula of dried pseudo-strophanthin either $\text{C}_{28}\text{H}_{44}\text{O}_{10}$ (Arnaud), $\text{C}_{28}\text{H}_{44}\text{O}_{10}$, or $\text{C}_{28}\text{H}_{44}\text{O}_{11}$, the latter being most in accord with the amount of methoxyl. Calculated for 40 carbon the formula would be $\text{C}_{40}\text{H}_{60}\text{O}_{13}$, which agrees with the data of analysis, and still better with the methoxyl amount.

	Found (Kohn).	$\text{C}_{28}\text{H}_{44}\text{O}_{10}$.	$\text{C}_{28}\text{H}_{44}\text{O}_{11}$.
C.....	60.24-60.89	60.47	60.30
H.....	7.54-7.82	7.79	7.55
CH ₃ O.....	8.4-8.77	4.11	4.99

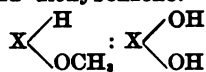
Accordingly, strophanthin differs from pseudo-strophanthin by containing three molecules of water more. Both substances contain one methoxyl group; but while that of strophanthin is found, on hydrolysis, in the carbohydrate product, that of pseudo-strophanthin is re-

¹Translation from Apotheker Zeitung in Pharmaceutical Journal.

tained in the γ strophanthin. The hydrolysis in each case may be represented by the following equations:



Accordingly, pseudo-strophanthin would be the methyl ether of a substance $\text{C}_{27}\text{H}_{42}\text{O}_{12}$, containing one oxygen atom less than strophanthin. Those substances would therefore have the same relation to each other as methoxybenzene and dioxymethylene:



Strophanthin and pseudo-strophanthin differ in melting point, their optical rotation, as well as in the coloration they give with sulphuric acid. A sample obtained from Schuchardt gave a red color with sulphuric acid like γ strophanthin, though in other respects it perfectly resembled the strophanthin giving a green coloration, and that may have been due to the preparation being old. Some years ago the observation was made that old seeds which had formerly given a green coloration with sulphuric acid had after keeping given a red coloration. Perhaps the isolated glucoside may be liable to a similar alteration, though the specimens I have had for three years still continue to give the green color.

A further difference between the two glucosides is apparent in the hydrolysis caused by acid. By slowly warming strophanthin with dilute hydrochloric acid (1 in 200), the alteration takes place readily and the full amount of strophanthidin separates suddenly in fine needles. On the contrary, pseudo-strophanthin requires much stronger acid, which must be heated to the point boiling before the insoluble product of alteration begins to separate in flocks.

Corn Bread.

Corn bread contains more nutriment than wheat bread, and is a better diet for persons suffering from liver and kidney disease. It is likewise more stimulating to the bowels, and aids in controlling the constipation so common in these diseases. While the addition of sugar makes it more palatable, it does not agree so well with the digestive organs, as a rule, the sugar causing fermentation.

Except in the South, the use of corn bread in the form of dodgers and hoe-cake is almost unknown. In antebellum days corn bread was the staff of life with the Southern darkies, and their well nourished bodies, white and regular teeth, general freedom from disorders of nutrition, spoke with silent eloquence of its nourishing qualities.

Doctors will do well to advocate a more extensive use of corn bread. It is cheaper than wheat bread, is readily prepared, and requires little knowledge or experience to cook it.

Good pastry cooks are rare, and badly cooked wheat bread is a most prolific source of indigestion. Corn bread is not open to the faults so common with wheat bread. It is not soggy, heavy or tough and prone to fermentation. Nor does it require such quantities to satisfy the appetite. Those who suffer from acid indigestion, sour eructations, flatulence, etc., will be helped by substituting corn for wheat bread.—"Medical Brief."

Indian Government Cinchona.

W. M. Standen, director of the Government cinchona plantations, Nilgiris, has submitted to the Indian Government his annual report on the working of the cinchona estates and quinine factory, for the year ending March 31, 1900. The report shows, according to the "Chemist and Druggist," that the season was altogether abnormal owing to the failure of two monsoons, but the drought has had no deleterious effect on the trees. The report shows that Mr. Standen has lost no time in utilizing for the improvement of the factory and the plantations the valuable information he gathered in Java last year, as he is now conducting experiments in connection with the shading of the stems of the trees from the direct rays of the sun in order to produce a higher percentage of alkaloid in the bark. Mr. Standen wishes particularly to ascertain whether it would pay to protect the stems of old trees for this purpose, and he has accordingly selected a plot of six acres in an exposed position, and closely covered the stems of the trees with grass. The trees being large, the cost of the work was high, amounting to 58r. 2a. 10p. per acre; but the effect of the grassing on the appearance of the trees was most beneficial. The bark will be analyzed when the trees have been under the protection of the covering for two years, and it will then be possible to show whether this mode of increasing the alkaloidal value of the bark is profitable or not. Another interesting experiment is being made to ascertain the yield of alkaloids from specially manured plots. During the year 40,000 plants died, as against 47,000 in the previous year, nearly all the casualties taking place on the Hooker estate. Out of a total of 19,345 trees uprooted or coppiced on the estates for bark, 10,588 consisted of sickly and dying trees on this estate. It is observed that the land, originally poor grass land and unfavorably situated, has been under cinchona for thirty years.

The total quantity of bark harvested on the Government estates during 1899-1900 amounted to 140,279 pounds, or about 40,000 pounds more than in the previous year, the increase being largely due to the heavy coppicing that was necessitated. In addition to this, 223,811 pounds were purchased in the local market. One magnifolia tree, thirty-four years old, was coppiced, and yielded no less than 120 pounds of dry bark. The total quantity of bark worked up by the factory during the year was 344,312 pounds, consisting of 318,881 pounds crown and hybrid barks, and 25,431 pounds red bark, and the alkaloids extracted amounted to 10,188 pounds (163,008 ounces) quinine sulphate, and 4,615 pounds (73,880 ounces) of febrifuge. The output was less by 38,640 ounces quinine sulphate than in 1898-99, but the idea was to make out 10,000 pounds of quinine sulphate, whereas during the previous year an effort was made to show how much quinine could be produced in the factory in one year with the present machinery. The output in future is likely to be restricted to about 10,000 pounds, as this is reckoned to be sufficient for all requirements, unless the demand should largely increase. The amount of quinine distributed during the year was the highest on record, being 7,378 pounds (118,048 ounces) compared with the previous year's 2,748 pounds (43,968

ounces). This increase was due partly to a considerable increase in the requirements of the Madras medical stores and of native States. The issue of febrifuge amounted to nearly 1,000 pounds more than in the previous year, being 2,676 pounds. Upwards of 561,000 5 grain quinine-sulphate powders, at 3 ples per powder, were retailed to the public from the post offices in the Presidency. The Government found itself able at the close of the year to reduce the price from 3 ples to 2 ples—a reduction which it is hoped will encourage larger numbers of the poor to avail themselves of the benefit of the medicine in this cheap and readily obtainable form.

Coming to the financial part of the business, we find that the net profit on the operations of the estates amounted to Rs. 50,822, which is represented by stock valued at cost price; but, taking the stock of quinine at market value (1s. 7d. per ounce), the profit would have been Rs. 154,631. Mr. Standen estimates that the total cost of manufacturing the 10,188 pounds of quinine sulphate was Rs. 129,390 3a. 9p., or Rs. 12 11a. 2p. per pound, and, taking the value of the rupee at nominally 1s. 3d., this works out at 15s. per pound, or about 11½ pence per ounce. Since the commencement of the operations of the Madras Cinchona Department the charges have amounted to Rs. 33,19,101, and the receipts to Rs. 40,94,278, so that there has been an excess of revenue over expenditure of Rs. 7,75,177; while, after allowing for interest on receipts and charges, the net surplus to the end of last year was nearly 14 lakhs of rupees.

Pharmacists and Suicide.

Among the burdens pharmacists have to carry is the occasional accusation of having given too great a facility to would-be suicides in procuring poisons. But a French statistician gives the other side of the picture by publishing figures which show that pharmacists themselves are rather less inclined to suicide than other men. This in spite of the undoubted facilities offered by the poisons cupboard. The years between the ages twenty-one and thirty appear to be the most fatal, says the Paris correspondent of the "Chemist and Druggist," when buoyant and unrequited hope may have dire disappointment as an aftermath. But, although the percentage of deaths among pharmacists from suicide is small, it is perhaps in the ordinary course of things that the majority should be from taking poisons.

From the statistics of the last fourteen years it transpires that the deaths from this cause average at 2.05 per 10,000, as against 2.10 for 10,000 in other professions and callings of a somewhat similar nature. Of late years there has, however, been a marked tendency to increased suicides among all classes. With pharmacists the percentage was 6.3 per 10,000 in 1888, but fell to 5.5 in 1898 and 1899. Regarding the question of poisons, during the fourteen years under review 56 per cent. of the self-sought deaths among pharmacists were due to poisons. In 1898 the percentage reached 80, but fell to 50 the following year. One can note with interest, as a sign of how well the poisons regulations work, that of the total number of deaths from suicide only 2.5 were occasioned by poisoning.

Correspondence.

High Fees in Alaska.

To the Editor:

Sir: Inclosed you will find P. O. M. O. for \$1.50, paying for one year's subscription to your valuable journal.

Although we are somewhat removed from the rushing throng, we, nevertheless, enjoy a good journal published in the interests of the drug man. We notice with a great deal of interest the effort being made for the protection of the pharmacist throughout the United States, and while we are on that subject I would state that the druggists in the States are not the only ones who have troubles of their own. We poor devils here in Alaska unlucky enough to be engaged in the drug business have to pay in addition to our rent a tax of \$50 for the privilege of running a drug store, and then we are permitted to contribute \$5 to the obliging clerk who makes out the license.

N. B.—We did not make this law, as we have no voice whatever in law making. This may be a good joke, but we are so situated just at present that we cannot laugh. Very truly yours,

H. R. ELLIOTT.

No Effort to Restrict Sale of Pharmaceutical Preparations.

To the Editor:

Sir: In your issue of Sept. 25, page 184, I note the remarks with reference to an alleged movement by eighty jobbers to place pharmaceuticals upon the basis of proprietaries—viz., to be sold to a recognized list of wholesale agents only, and would say that there is absolutely no foundation for the statement that such a move was contemplated, either by the chairman of the outgoing Pharmaceutical Committee or by any member of the N. W. D. A. No such proposition had been presented to our committee, and no such proposition was made by any jobber present at any of our conference meetings. The story was manufactured out of whole cloth in the city of Detroit, and was designed for retail consumption. It is time to correct the record, and I therefore hope that you will publish this notice in your next. J. C. Ellet.

Chairman of the Committee on Pharmaceutical Preparations of the N. W. D. A.
Minneapolis, Minn., October 2, 1900.

Broken Bottles as Sun Glasses.

Investigations into the causes of the numerous prairie fires in the cattle ranges of Montana and western Dakota seem to show strong reasons for the belief that many of them, at least, owe their origin to the presence of broken bottles that are scattered freely along the trails and wagon roads of that section—evidences of the higher civilization that is opening up the country. It is reported that in many cases the origin has been directly traced to this source, the evidence pointing clearly to the theory that the sun's rays, focused through the curved glass, have caused ignition of the dry prairie grass, from which the fires have spread, and assumed their tremendous proportions before they were discovered.

Queries and Answers.

We shall be glad, in this department, to respond to calls for information bearing on pharmacy or any of its allied topics, and cordially invite our friends to make use of this column.

The name and address of the inquirer must accompany the communication, not for publication, but to assure attention, as we make it a rule to pay no regard to anonymous correspondence.

Colic Mixture for Babies.—S. G.—The old-fashioned Dewee's carminative offers one of the best methods of using asafoetida in a "colic mixture." The form in which this appears in the National Formulary follows:

Magnesium carbonate.....	Gm. 50
Tincture of asafoetida.....	Cc. 75
Tincture of opium.....	Cc. 10
Sugar.....	Gm. 100
Distilled water, sufficient to make	Gm. 1,000

Rub the magnesium carbonate and sugar in a mortar, with the tincture of asafoetida and the tincture of opium. Then gradually add enough distilled water to make the mixture measure one thousand cubic centimeters. This mixture must, of course, be dispensed with a "shake" label. If it is preferred to have a remedy which will be more "milky" in appearance, some powdered acacia may be added, but this is open to objection as affecting its keeping qualities.

The pharmacopoeial emulsion of asafoetida itself is an excellent carminative, but its odor and taste render it offensive. If these are not a bar to its use it is somewhat improved by the addition of a little oil of anise.

To Render Windows Opaque.—J. S. & Co.—A coarse method of "blinding" a window, or rendering the panes of glass impervious to sight, though not impervious to light, is to paint it with a thin coat of paint. A much better method, however, and one which will give the glass the same appearance as if it had been ground or "sand blasted," is the following: Dissolve 50 parts of sandarac and 30 parts of mastic in 500 parts of ether, and add to the solution such an amount of benzin that a portion of the liquid, when spread upon glass, will leave after drying a dull, uniform coat, causing the glass to appear as if ground. When the solution is to be applied it is advisable that the window be laid in a horizontal position. If this is not possible, the liquid may be applied by a spray apparatus, taking care that no more is applied at a time than can dry at once. Finally, where a sufficient coat has been produced, a spray of benzin may be passed over it to give it more uniformity.

Salicylated Plaster-Mulls and Salve-Mulls.—J. C. A.—The name "plaster-mull" has been given to a dressing consisting of a very thin sheet of gutta-percha, coated on one side with an adhesive substance containing one or more medicinal compounds, and backed on the other side with mull or undressed muslin. The name of "salve-mull" also has been given to a similar kind of

dressing, in which the medicaments are of a more soothing character, consisting of ointments having a basis of suet and lard, spread upon mull. In experimenting with a strong salicylic acid plaster-mull to remove the cuticle and prepare lupoid tissue for other more destructive agents, Dr. Unna observed that salicylic acid exercises a most beneficial influence upon the new growth. The chief drawback is the great and lasting pain caused by salicylic acid when applied to a thin epidermis or raw surface. In order to obviate this various combinations were tried, but cocaine failed to give relief, while opium and cannabis indica required an hour or two to develop their anodyne effect. The best results were obtained when genuine beech-wood creasote was combined with salicylic acid in the proportion of two parts of creasote to one of acid. Even then there is a painful stage, lasting from ten to fifteen minutes, but a previous application of cocaine is sufficiently lasting in effect to cover this period. The plaster-mulls are prepared in strips 1 meter long and 20 centimeters wide, the superficial area equalling one-fifth of a square meter. The salicylic acid plaster-mulls used by Unna are of five different strengths, containing respectively 10, 20, 30, 40 and 50 grammes of salicylic acid and 20, 40, 50, 40 and 50 grammes of creasote to each strip.

Pills of Potassium Iodide.—W. B.—The following has been suggested as yielding satisfactory pills, which are permanent in their character:

Potassium iodide.....	Gm. 10
Milk sugar.....	Gm. 5
Lanolin.....	Gm. 3
Water, a sufficient quantity.	

Mix and make 50 pills.

To Render Iron and Quinine Palatable.—J. L. sends the following formula and asks for suggestions as to rendering the mixture palatable. We lay the matter before our readers and should be pleased to hear from them:

Quinine sulph.....	5i
Ferri sulph.....	5i
Acid nitric.....	5i
Potassi cit.....	5i
Aqua cinnamon, q. s. ft.....	5i

Elastic Alcohol Varnish.

Dissolve 200 pounds of shellac and 200 pounds of soft Manila copal in 250 pounds of 96 per cent. alcohol, which is mixed with 200 pounds of heavy petroleum. After cooling add 75 pounds of linoleic acid, 75 pounds of wood oil acid, 25 pounds of caoutchouc and 2 pounds of manganese borate. The last two additions are dissolved in the oleic acids before they are added to the resin solutions.

Status of the N. A. R. D.

VIEWS OF THE LEADERS ON RESOLUTION B.

How? List of Cutters is to Be Made Up—Local Organizations Must Take Initiative—Executive Committee to Act in Advisory Capacity—Cordial Co-operation of All Assured.

RESOLUTION B

Adopted at Detroit, September 14, 1900.

Resolved, That the National Association of Retail Druggists is gratified in being able to announce the success which has attended the efforts of its Executive Committee to secure the adoption of its plan for the prevention of price-cutting on proprietary medicines by the manufacturing and jobbing branches of the trade.

That we reaffirm our belief in the efficacy of the plan, and our fidelity to its provisions.

That the success of the labors of the Executive Committee brings home to the retail druggists of every section the duty to themselves, locally, and to the retail trade generally, of prompt and decisive action upon their part, in conformity with the terms of the plan, which became operative August 17, 1900.

That we call upon the associations affiliated with the N. A. R. D. and all organizations of retail druggists throughout North America, to proceed immediately to place their members in position to reap the benefits of the successful work of the national body, the manner of how best to designate aggressive cutters being left to the discretion of the local associations, under the advice of the Executive Committee, wherever desirable.

That the association approve the recommendation of the Executive Committee that local associations confine their notifications to the local jobber, reporting actual conditions to the national association, and that the national association pledges itself in each and every case to render to the local associations prompt, determined and loyal aid in securing the rights of the members of the local body.

That the Executive Committee is instructed to immediately transmit to the officers of the associations in membership detailed instructions respecting the steps necessary for the guidance of the associations in the enforcement of the terms of the plan.

That while the local associations have the right, under the plan, to employ their own judgment respecting the formation of a schedule of prices, the national association urges these associations to prepare and maintain the most advantageous schedule possible, because of the great importance to the retail trade as a whole of such action on the part of the affiliated bodies.

It is not to be doubted that a somewhat hazy impression was left on the minds of many of the delegates to the Detroit convention of the N. A. R. D. in regard to the method of determining the "aggressive cutters"—a fact due in large measure to the adoption of the amendment to resolution B, striking out the 75 per cent. clause.

Happily, however, the good work accomplished at the convention will not be hampered by any misunderstandings. Some method must be adopted by which the proprietors can determine what is the price of their preparations in certain localities, so that if a considerable majority of the drug trade of a given place have adopted a schedule of prices and are acting in conformity with that schedule, it will be readily understood that the manufacturers will accept that as the price of their preparations and regard those who cut below the figure as

aggressive cutters. This method of determining who are cutters will no doubt be the one sanctioned by the Executive Committee of the N. A. R. D. Still it does not appear that they have laid down a definite percentage as being required to determine a schedule of prices. On the contrary, the Executive Committee has always held that no specific rule could with propriety be laid down for the government of all the associations in membership.

Mr. Zwick's amendment, therefore, throws the responsibility of establishing the price schedule and determining aggressive cutters just where it properly belongs—on the local associations—the Executive Committee of the N. A. R. D. acting merely as an advisory body.

The opinions on this subject of many men prominent in the trade and in association work have been obtained by the AMERICAN DRUGGIST and will undoubtedly be read with interest.

William C. Anderson,

President of the N. A. R. D., Brooklyn, N. Y.

In reply to your request for an expression of opinion as to the effect of resolution B and how it is expected to operate locally, I inclose a copy of the resolution as finally adopted. [The resolution is printed above.—Ed. AMERICAN DRUGGIST.]

The intent of this resolution is, I believe, very plain.

The plans of the N. A. R. D. for curtailing the cut-rate evil having been completed and adopted by the P. A. of A. and N. W. D. A., and most of the proprietors as well as the wholesalers of the country, each acting individually, agreeing to support the same, it now remains for the retailer to reap the benefit by taking advantage of the support thus accorded.

The N. A. R. D. in its endeavors to relieve the retailer from existing conditions has ever recognized the rights of all concerned, and nothing that would interfere with the just and lawful rights of any individual has ever been attempted.

It ever has used and is still using all honorable means to induce all branches of the trade, the proprietor, wholesaler, retailer, and even the aggressive cutter, to protect his own interests by adopting a business system that will benefit all.

The proprietors and wholesalers are practically a unit for such a system, and it now remains for the retailer to designate his position in the matter.

Resolution B leaves to the discretion of the associations affiliated with the N. A. R. D. the manner in which they shall proceed in order to ascertain the disposition of the retailers in the section each represents and the schedule of prices that would be satisfactory to each retailer acting individually.

This enables local associations to perfect the plans and put them in operation and at the same time maintain the policy of the N. A. R. D. and act in compliance with law and justice.

The Executive Committee of the N. A. R. D. stands ready at all times to give advice or determine questions upon which a difference of opinion may arise.

Thomas Stoddart,

Buffalo, N. Y.

I was much impressed with the views which Mr. Zwick expressed upon the question. I do not believe it is necessary to place any bondage or percentage upon the drug trade in any city in this country. I know that not only 75 per cent., but 98 per cent. of the druggists of the country would cheerfully adhere to any plan which local associations would adopt to maintain prices.

Department Stores the Stumbling Block.

Speaking for our own city, I am convinced to-day that the entire retail trade would stand to prices without asking an agreement, were they satisfied that the department establishments were to be placed in such a position whereby they would be compelled to maintain prices.

Otherwise, the trade must be assured that the wants of these department establishments will not be supplied for goods in our line. I am very much satisfied with the change that has taken place since the conventions at Detroit and Chicago. It looks to me at present

as if some good were going to be accomplished. However, a few months will tell whether or not the associations are honest with each other.

That is all we desire, "Honesty."

William McIntyre,
Philadelphia.

The convention considered the report of the committee by sections and adopted as a whole. A popular demand arose relative to having section B changed.

In their order proper motions were made and carried. I participated in the parliamentary debate. Mr. Zwick, of Ohio, offered the substitute resolution. Free and full discussion was had. My recollection of the resolution is that it covered these important points:

Protection Against Legal Action.

The naming of the "cutter" was recognized as an important duty requiring extreme care, to the end that trouble might be avoided. It suggested the only way to provide protection against legal action owing to Anti-trust laws or the allegation of conspiracy. Indicating the "aggressive cutter" was considered a local specific thing and to be arrived at by the plan of each individual druggist for himself, acting for himself upon his own letter-head (and not in his capacity as a member of a local organization), indicating his judgment as to who are the cutters in his territory.

The Proper Course.

At the meeting and before the vote was taken I had a conversation with the chairman of our delegation, who expressed himself as considering this the only proper course to pursue. And upon my return home, recited to a member of the Proprietary Committee N. W. D. A. this action, and am sure this is not only the true import of the resolution, but in practice will be found to be the only adequate method of action—beginning with the small territory in which are located a dozen stores without any local organization, up to the large organized city, where nearly every store meets the current market price of proprietary articles.

B. E. Pritchard,

McKeesport, Pa., Vice-President Western
Pa. R. D. A.

I remember Mr. Zwick's very urgent and successful insistence that resolution B should be eliminated, at least in so far as it designated 75 per cent. of the druggists in a locality as necessary to indicate the "aggressive cutters." I sympathized with him and supported his motion. The organization of the trade, however, is a matter apart from that. No locality should be satisfied with a 75 per cent. association, but the trade should persistently agitate and continue to hammer away until 100 per cent. is in the organization.

Spotting the "Cutter" Easy.

The "spotting" of the "cutter" can be easily accomplished, as he never fails to make himself thoroughly well known in any community, as it is the advertising he wants. He does not care to sell the goods. In fact, he would rather not, and the salesman who cannot sell "our own" when the adver-

Recognized Jobbers.

AUTHORIZED LIST OF JOBBERS AS RECOGNIZED UNDER N. A. R. D. PLAN.

Corrected to August 31, 1900.

AN essential feature of the N. A. R. D. plan is the restriction of each dealer to his legitimate sphere, so that the rights of all classes shall be protected. To this end all sales at best quantity prices will be rigidly restricted to a designated list of jobbers, which list is presented below in full. This list was prepared by the joint action of the three branches of the trade, the Executive Committee of the N. A. R. D. acting on behalf of the retail drug trade of the United States.

tised cut-price article is called for is never promoted in such an establishment. A schedule of prices, as near the printed prices as it is possible to reach (and that will depend entirely on local conditions) should be adopted at once. The prices fixed should not be considered as final, but the association should always aim to gradually advance prices as the neighborhood price disturber dies out, so that eventually it will be a thing of the past to have the public expect to get any proprietary at any other price than that fixed by the maker.

Willis G. Gregory,

Buffalo, N. Y.

Concerning the efforts made by Mr. Zwick, of Cincinnati, at Detroit for the elimination from resolution B of any reference to the organization of a definite percentage (75) of the trade and the formulation of schedule of prices before the plan went into effect, I might say it did not impress me as changing the plan of the Executive Committee at all, but was rather intended to avoid leading local associations into legal troubles under the operations of anti-trust and conspiracy laws. In this locality we have formulated a schedule of prices which went into effect last August and by that schedule we propose to designate aggressive cutters, if such action becomes necessary.

Conciliatory Course the Best.

We propose to pursue a conciliatory course, as we believe it to be better than to excite unnecessary contests. As to 75 per cent. of the retail trade being necessary to leading the jobbing trade to discontinue selling cutters, I do not believe it is necessary with any jobber who is at all in favor of the plan to present to him the requests of exactly 75 per cent. of the retailers in his locality to secure his action in support of the plan, and if any jobber is not in sympathy with the plan a request from 90 per cent. of the trade will not be sufficient to prevent his evading his obligations.

I am afraid Cincinnati is pursuing a mistaken policy. One that will lead to failure and consequently dissatisfaction with the N. A. R. D. I sincerely hope that I am mistaken, but at the time of next year's convention we shall undoubtedly know.

Alabama.—ANNISTON—Elam Drug Co. (wr). BIRMINGHAM—Nabers, Morrow & Sinnige (wr).^{*} EUFAULA—Weedon & Dent (3).^{*} MOBILE—Brown, A. E. & E. V. Mobile Drug Co. *Van Antwerp & Son, G. (wr). MONTGOMERY—Gay, Hardie & Durr. *Harvey & Powers (3). *Montgomery Drug Co. (wr). SELMA—Cawthon-Coleman Co. (wr). Cunningham, Geo. A. (3). TROY—Collier, J. M. (3).

Arizona.—TUCSON—Zeckendorf & Co., L. (wr).

Arkansas.—FORT SMITH—Morris Morton Drug Co. Schaap, John. Sparks, J. M. (3). LITTLE ROCK—Lincoln Co., C. J. PINE BLUFF—De Woody & Co., W. L. (3). Mann-Tankersley Drug Co. (3). TEXARKANA—*Smith Drug Co. (3).

California.—LOS ANGELES—Braun & Co., F. W. Haas, Baruch & Co. SACRAMENTO—Kirk, Geary & Co. SAN DIEGO—Braun & Co., F. W. SAN FRANCISCO—*Gates & Co., J. R. (3). Langley & Michaels Co. Mack & Co. Redington & Co. Richards & Co.

Colorado.—COLORADO SPRINGS—Hefley-Arcularius Drug Co. (3). DENVER—Bridaham-Quereau Drug Co. Hover & Co., W. A. LEADVILLE—Taylor, Geo. E. (wr).

Connecticut.—HARTFORD—Sisson & Co., T. Talcott, Frisbie & Co. Williams & Carleton Co. NEW HAVEN—Calhoun, F. S. (Estate). Leete & Co., Chas. S. Whittlesey & Co., Chas. W. NEW LONDON—Nichols & Harris (wr). NORWICH—Lee & Osgood. Osgood & Co., Chas. WATERBURY—Apothecaries' Hall Co. (wr).

Delaware.—WILMINGTON—Belt, Z. Jas. (wr). Danforth, N. B. (wr).

District of Columbia.—WASHINGTON—Evans, Henry (wr). Tschiffely, F. A., Jr. (wr).

Florida.—JACKSONVILLE—*Christie-Groover Drug Co.

Georgia.—ALBANY—Albany Drug Co. (wr). ATLANTA—Daniel, John B. (wr). Lamar & Rankin Drug Co. *Smith Drug Co., Stovall (wr). AUGUSTA—Davenport & Phinley Co. (wr). Willet Drug Co., N. L. (wr). COLUMBUS—Brannon, Carson & Williams (wr). Thomas Drug Co., A. P. (wr). GAINESVILLE—Brown & Co., M. C. (3). MACON—Lamar & Sons, Henry J. (wr). Taylor & Peek Drug Co. ROME—Curry-Arrington Co. (wr). SAVANNAH—Co-

^{*}(wr) means wholesale and retail; (3) means a retailer with small jobbing business.

Iumbia Drug Co. Lippman Bros. Shaptrine, J. T. (3). **Solomons Co.** (wr). **VALDOSTA**—Harvey, J. M. **WAYCROSS**—Excelsior Medicine Co.

Illinois—**CAIRO**—Schuh Drug Co. **CHICAGO**—Fuller & Fuller Co. Humiston, Keeling & Co. Lord, Owen & Co. Morrison, Plummer & Co. Stevenson Co., Robert. Van Schaack & Sons, Peter. **PEORIA**—Barker & Wheeler Co. Colburn, Birks & Co. **QUINCY**—*Miller & Arthur Drug Co. (wr). Summer's Drug Co., Aldo. **ROCK ISLAND**—Hartz & Bahnsen Co.

Indiana—**EVANSVILLE**—Leich & Co., Chas. **FORT WAYNE**—*Meyer Bros. & Co. (3). Fort Wayne Drug Co. **INDIANAPOLIS**—Indianapolis Drug Co. Kiefer Drug Co., A. Stewart Co., Daniel. Ward Bros. Drug Co. **LA-FAYETTE**—Hogan-Johnson Drug Co. (wr.) Wells, Yeager, Best Co. (3). **NEW ALBANY**—Knoefel, C. D. (wr). **RICHMOND**—Luken & Co., A. G. (wr). **SOUTH BEND**—Milton, B. P. (3). **TERRE HAUTE**—Bindley & Co., E. H. Cook, Bell & Black.

Iowa—**BURLINGTON**—Churchill Drug Co. **CLINTON**—Olney & McDaid. **COUNCIL BLUFFS**—Harle-Haas Drug Co. **DAVENPORT**—Nadler Co., Frank (wr). **DES MOINES**—Des Moines Drug Co. **DUBUQUE**—Torbett, W. H. (wr). **FORT DODGE**—Oleson Drug Co. (3). **FORT MADISON**—Schafer & Co., Geo. H. (wr). **KEOKUK**—Wilkinson & Co. (wr). **MARSHALLTOWN**—McBride & Will Drug Co. (wr). **MCGREGOR**—Peterson, S. J. (wr). **OSKALOOSA**—Green & Bentley Drug Co. (wr). **OTUMWA**—Edgerly & Co., J. W. **SIOUX CITY**—Hornick, Hess & More. **WATERLOO**—Forry, W. W. (wr). Wangler Drug Co.

Kansas—**ATCHISON**—McPike & Fox. **LAWRENCE**—Woodward & Co. (wr). **LEAVENWORTH**—Eddy Drug Co., Geo. A. **WICHITA**—Potts Drug Co., C. E.

Kentucky—**CATLETTSBURG**—Patton Bros. (3). **HENDERSON**—McFarland, R. M. (3). (Successor to J. L. Baldauf). **LEXINGTON**—Barnes & Hall (wr). **LOUISVILLE**—Neat-Richardson Drug Co. Peter-Bauer Drug Co. Robinson-Pettet Co. **MAYSVILLE**—Wood & Son, J. James (3). **OWENSBORO**—*Mullen & Haynes Co. (3). **PADUCAH**—Du Bois, Kolb & Co. (wr). Yeiser & Son, D. A.

Louisiana—**BATON ROUGE**—Brooks & Son, F. M. (wr). **MONROE**—*Brewster & Co., T. O. (wr). **NEW IBERIA**—Estorge Drug Co. (3). **NEW ORLEANS**—Brunswig & Co., L. N. Finlay, Dicks & Co. Lyons & Co., I. L. Vermont Chemical Mfg. Co. **SHREVEPORT**—Morris & Dickson Co. (wr).

Maine—**BANGOR**—Sweet, Caldwell (3). **PORTLAND**—Cook, Everett & Pennell. Gould & Co., J. E. Hay & Son, H. H. (3). Perkins Co., J. W.

Maryland—**BALTIMORE**—Baily & Son, Jas. Boykin & Carmer Co. Carr, Owens & Heineman. Ferrell & Ricaud. Gilbert Bros. & Co. Gilpin, Langdon & Co. Loewy Drug Co. Muth Bros. & Co. Winkelman & Brown Drug Co.

Massachusetts—**BOSTON**—Carter, Carter & Meigs. Eastern Drug Co. Gilman Bros. Metcalf Co., Theo. (wr). Weeks & Potter Co. Wilson, B. O. & G. C. **BROCKTON**—Richmond & Co., L. **FALL RIVER**—Anthony Co., E. S. **HOLYOKE**—Goodall Drug Co. (3). **LYNN**—Davis & Young (3). Toppan, Warren (3). **NEW BEDFORD**—Blake,

Jas. E. (3). **NORTH ADAMS**—Burlingame & Darbys Co. (3). **PITTSFIELD**—Currier & Co., W. H. (3). **SPRINGFIELD**—Alden, Chas. P. (3). Brewer, H. & J. (3). Sadler, W. L. (3). **WORCESTER**—Brewer & Co. (3). Buffington Pharmacy Co. (3).

Michigan—**DETROIT**—Farrand, Williams & Clark. Williams, Davis, Brooks & Hinchman Sons (or Michigan Drug Co.) **GRAND RAPIDS**—Hazelstine & Perkins Drug Co. Peck Bros. (3). **HANCOCK**—Scott, A. J. (3). **MANISTEE**—Lyman Co., A. H. (wr). **MUSKEGON**—Brundage, Fred. (3). **SAGINAW**—Prall & Co., D. E. (wr). Saginaw Valley Drug Co.

Minnesota—**DULUTH**—Leithhead Drug Co., L. W. **MINNEAPOLIS**—Lyman-Ellel Drug Co. **ST. PAUL**—Noyes Bros. & Cutler. Ryan Drug Co. **WINONA**—Jackson & Rademacher (3).

Mississippi—**COLUMBUS**—*Mayo & Weaver (3). **NATCHEZ**—Gelsenberger Bros. (wr). *Natchez Drug Co. (wr). **VICKSBURG**—Cassell, A. G. (wr).

Missouri—**JOPLIN**—Caffee Drug Co. **KANSAS CITY**—Evans-Smith Drug Co. Faxon, Horton & Gallagher. **SPRINGFIELD**—Hall-Pipkin Drug Co. **ST. JOSEPH**—Smith Drug Co., C. D. Van Natta-Lynds Drug Co. **ST. LOUIS**—Ballard, James F. Merrell Drug Co., J. S. Meyer Bros. Drug Co. Moffitt-West Drug Co.

Montana—**BILLINGS**—Chapple Drug Co. (3). **BUTTE**—Montana Drug Co. **GREAT FALLS**—*Driver-Bradley Drug Co. (wr). **HELENA**—Parchen Drug Co. (wr). **LIVINGSTON**—*Scheuber Drug Co. (3). **MISSOULA**—Freisheimer, Geo. (wr). Missoula Drug Co. (3).

Nebraska—**LINCOLN**—Lincoln Drug Co. **OMAHA**—Bruce & Co., E. E. Richardson Drug Co.

New Hampshire—**CONCORD**—*Fitch, A. Perley (wr). Martin & Co., C. H. (wr). **DOVER**—Brewster Co., C. E. (3). **TILTON**—Hertek, C. P. (3).

New Jersey—**BRIDGETON**—Dare & Son, C. F. (3). Whipple & Son, Geo. H. (3). **CAMDEN**—Berlinger, Geo. M. (3). **NEWARK**—Guenther, Albert S. (wr). Smith & Co., C. B. (wr). **NEW BRUNSWICK**—Rust & Son, Wm. (wr). Skillman & Van Pelt (wr). **PATERSON**—Kent, Benj. (3). Kinsilla, C. P. (3). **RED BANK**—Cooper, Jas., Jr. (3).

New York—**ALBANY**—Best & Stedman. Fonda Drug Co., Douw H. Walker & Gibson. **AUBURN**—*Walley & Co., M. L. (3). **AU SABLE FORKS**—Gillespie & Co., H. E. (3). **BINGHAMTON**—Elk Drug Co. **BROOKLYN**—Towns & James (wr). **BUFFALO**—Plimpton, Cowan & Co. **ELMIRA**—Gerrity Bros. (wr). **HORNELLVILLE**—Sherwood & Kelly (3). **KINGSTON**—Eltinge & Schoonmaker (3). **MIDDLETOWN**—McMonagle & Rogers (3). **NEWBURGH**—Chapman, I. C. (3). **Merritt's Sons**, Theo. (3). **NEW YORK**—Bruen, Ritchey & Co. *Carle & Sons, John. Crittenton Co., Charles N. Elmer & Amend (wr). Jadwin, O. H. *Klein & Co., Henry. Lehn & Fink. McKesson & Robbins. *Patterson & Purdy. Robinson & Son, R. W. Schieffelin & Co. Tarrant & Co. *Zeller, Max. **PLATTSBURG**—Cady, H. W. (3). **POUGHKEEPSIE**—*Doty & Humphrey (3). Wood & Bolton (3). **ROCHESTER**—Blauw Drug Co. Paine Drug Co. (wr). *Post & Co., J. K. (wr). **ROME**—Broughton & Graves (3). **RONDOUT**

—Van Deusen Bros. (wr). **SYRACUSE**—Hubbard, Son & Co., Chas. Snow & Co., C. W. (wr). **TROY**—Polk & Calder Drug Co. Schneider & Irving Drug Co. (wr). Thompson, Sons & Co., John L. **UTICA**—Sheehan & Co., John H. (wr). Williams & Co., A. H. **WATERTOWN**—Felt, Samuel (3).

North Carolina—**ASHEVILLE**—Smith, T. C. (3). **CHARLOTTE**—Burwell & Dunn Co. (wr). Scott & Co., Jno. M. **GOLDSBORO**—Goldsboro Drug Co. (wr). **GREENSBORO**—Richardson Drug Co., L. **WILMINGTON**—*Bellamy, R. R. (3). **WINSTON**—Owens, B. B. (3).

North Dakota—**FARGO**—*Christian-son Drug Co., L. (3).

Ohio—**AKRON**—Steinbacher & Co., E. (wr). **BRIDGEPORT**—Dent & Co., J. C. (wr). **CINCINNATI**—Hale, Justis & Co. Lloyd Bros. Stein-Vogeler Drug Co. **CLEVELAND**—Benton, Myers & Co. Strong, Cobb & Co. *Williams Mfg. Co. **COLUMBUS**—Braun, Sons & Co., H. (wr). Kauffman-Lattimer Co. Orr, Brown & Price. **DAYTON**—Frizell, Evans & Bro. (wr). **IRONTON**—Ball-Warfield Drug Co. (wr). **MIDDLEPORT**—*Stansbury, W. E. (3). **PORTSMOUTH**—Davis Drug Co., J. F. (wr). **STEUBENVILLE**—Beall & Steele (wr). **TOLEDO**—Walding, Kinn & Marvin Co. **WOOSTER**—Zimmerman & Co. (3). **YOUNGSTOWN**—Averbeck Drug Co. (3). Folsom-Thayer Co. (3). **ZANESVILLE**—Bailey Drug Co. Bailey & Co., F. P. (3).

Oklahoma—**OKLAHOMA CITY**—Alexander Drug Co. Oklahoma Drug Co.

Oregon—**ALBANY**—Foshay & Mason (wr). **PORTLAND**—Blumauer-Frank Drug Co.

Pennsylvania—**ALLENTOWN**—*Peters, H. E. (3). **BLOOMSBURG**—Moyer Bros. (wr). **BRADFORD**—Thompson & Wood (3). **CORRY**—Ames & Co., N. F. (3). **EASTON**—Lawall's Son & Co., C. (wr). Sample & Son, H. B. (wr). **HARRISBURG**—Forney & Knouse (3). **HONESDALE**—Brady, J. T. (3). **LANCASTER**—Hull, G. W. (3). **LEBANON**—Ross & Co., Dr. Geo. (3). **NORRISTOWN**—Stahler Drug Co., Wm. (3). **PHILADELPHIA**—Aschenbach & Miller. *Butterworth & Co., C. H. *Lambert & Kirk. Pfromm & Kindig. Pile & Sons, W. H. Shoemaker & Busch. Shoemaker & Co., Robert. Smith, Kline & French Co. Smith & Co., Val. H. Steelman & Archer. Warner & Co., W. R. **PITTSBURG**—Flaming & Son, Jos. (3). Gilmore & Co., W. J. Kelly Co., George A. Walther-Robertson Drug Co. **READING**—*Raser, J. B. (3). *Zeigler, P. M. (3). **REEDSVILLE**—McDonald, J. A. (3). **SCRANTON**—*Burr & Co., D. W. (wr). Matthews Bros. (wr). **SHAMOKIN**—Clarkson & Co., T. R. (3). **TITUSVILLE**—Thompson & Son, E. K. (3). **TOWANDA**—Porter & Son, Dr. H. C. (3). **TROY**—Carpenter & Pierce (3). **WELLSBORO**—Hyder & Howd (3). **WILKESBARRE**—Wilkesbarre Specialty Co. **YORK**—*Dale & Co. (wr). Shearer & Co., D. N. H. Smith & Co., Wm. (wr).

Rhode Island—**PROVIDENCE**—Blanding & Blanding. Clafin & Co., Geo. L. Johnson & Co., Oliver.

South Carolina—**ANDERSON**—Evans Pharmacy (3). **CHARLESTON**—Baer, Dr. H. (wr). Geer Drug Co. (wr). **COLUMBIA**—Murray Drug Co. (wr). **GREENVILLE**—Greenville Drug

Co. ORANGEBURG — *Wanamaker Mfg. Co. (3). SPARTANBURG — Crutchfield-Tolleson Co.

Tennessee. — CHATTANOOGA — Block & Co., M. (3). Fritts & Wiehl. Stong Bros. (3). CLARKEVILLE — Owen & Moore Drug Co. (3). KNOXVILLE — Chapman, White, Lyons Co. Sanford, Chamberlain & Albers Co. MEMPHIS — Hessig-Ellis Drug Co. Van Vleet-Mansfield Drug Co. Wilkerson & Co., W. N. NASHVILLE — Berry, De Moville & Co. Leickhardt & Co. (wr). Spurlock-Neal Co.

Texas. — DALLAS — Crowds Drug Co., J. W. Patton-Worsham Drug Co. Texas Drug Co. FORT WORTH — Williams & Co., H. W. GAINESVILLE — Stark Drug Co., H. W. (3). HOUSTON — Houston Drug Co. PARIS — Hutcherson-Elliott Drug Co. SAN ANTONIO — San Antonio Drug Co. SHERMAN — Grainer-Kelly Drug Co. WACO — Behrens Drug Co. WEATHERFORD — *Wadsworth, Bains & Co. (3).

Utah. — LOGAN — Riter Bros. Drug Co. (wr). SALT LAKE CITY — Nelden-Judson Drug Co. Salt Lake City Drug Co. *Zion's Co-operative Merc. Inst. (wr).

Vermont. — BURLINGTON — Burlington Drug Co. CASTLETON — Northrop, E. N. (3). WHITE RIVER JUNCTION — Howard Drug Co. (3).

Virginia. — ALEXANDRIA — Leadbeater & Sons, E. S. LYNCHBURG — Payne, Seay & Anderson (wr). Strother Drug Co. (wr). NORFOLK — Burrow, Martin & Co. (3). Terry & Co., Wm. H. *Williams, Martin & Gray (3). PETERSBURG — Armstrong & Co., W. E. (3). RICHMOND — Bodeker Drug Co. (wr). Owens & Minor Drug Co. (wr). Powers-Taylor Drug Co. Purcell, Ladd & Co.

Washington. — SEATTLE — Stewart & Holmes Drug Co. (wr). SPOKANE — Spokane Drug Co. (wr). TACOMA — Stewart & Holmes Drug Co. (wr).

West Virginia. — PARKERSBURG — Murdoch, J. N. (wr). WHEELING — Godwin & Co., J. T. (wr). Logan Drug Co. (wr). Ohio Valley Drug Co. Reed, Robb & Breiding.

Wisconsin. — GREEN BAY — Robinson, John (wr). LA CROSSE — McCord, James. Spence Drug Co., T. H. MILWAUKEE — Dohmen Co., F. Drake Bros. Co. (wr). Jerman, Pfeuger & Keuhmsted Co. Yahr & Lange Drug Co.

Proprietary Committee of the N. W. D. A.

Following the usual custom, Frank A. Faxon, the retiring chairman of the Committee on Proprietary Goods of the National Wholesale Druggists' Association, has issued a circular to the trade in which he announces that the office of chairman of the proprietary committee, which it was his pleasure to occupy for a period of three years, has been relinquished, and that C. F. Shoemaker, of Shoemaker & Busch, Philadelphia, was at the recent meeting chosen as his successor, receiving the unanimous vote of the convention. Mr. Shoemaker is admirably equipped in every way for the duties of the position, and will only require the cordial support that has been accorded Mr. Faxon to make his administration successful and satisfactory.

The work of the committee will, by October 1, be transferred to Philadel-

phia, and all correspondence in connection therewith should be addressed to Mr. Shoemaker at 602 Arch Street.

J. E. Toms, who has served the committee as its secretary for more than four years, will also remove to Philadelphia, thus giving to the new chairman the benefit of his experience, and his knowledge of the status of the work and all correspondence in connection therewith up to the time of Mr. Shoemaker's election.

Mr. Faxon also announces that the services of F. E. Holliday have been re-engaged, and he will continue in his special field of work as during the past year. His address from this time on will be the same as Mr. Shoemaker's. In conclusion, Mr. Faxon says: "In retiring from the chairmanship I wish to express my deep appreciation of the courtesies extended me by jobbers, proprietors and retailers—all with whom my official duties have brought me in contact. These have been my compensation, and they are sufficient."

Resolutions Adopted.

The circular is accompanied by a copy of the resolutions adopted by the N. W. D. A. in connection with the report of the Committee on Proprietary Goods, as follows:

1. Resolved, That we reaffirm the action of the association a year ago as expressed in the following resolutions.

"Resolved, That as it is as much for the interest of the manufacturer as the jobber that the contract plan should be continued, the active interest of both the manufacturer and the jobber should be secured.

"Resolved, That the strength of the contract system lies in the manufacturers adhering to a recognized list of wholesale distributors, to whom sales at their largest quantity discount should be restricted.

"Resolved, That the chairman of the Proprietary Committee be requested to secure the acquiescence of each proprietor who sells his goods on the contract plan to such a list.

"Resolved, That the chairman of the Proprietary Committee be given control of sufficient funds to investigate all reported violations of rebate terms, with power to take such action as may be proper in the premises.

"Resolved, That the recommendation made in the report that the rebate on leading proprietary articles be withheld for three months be favorably recommended for consideration, provided the other work contemplated by the committee does not result in a more thorough control of rebated articles."

2. Resolved, That the thanks of this association are extended to those proprietors who made the tripartite plan possible by their ready acceptance of the conditions of the same.

3. Resolved, That those proprietors who have as yet neglected to accept the new plan be respectfully urged to do so at an early date.

4. Resolved, That it is the urgent recommendation of this association that every wholesale druggist in the country, in or out of this organization, co-operate in every reasonable manner with the retail trade in its efforts to secure protection by the operation of the tripartite plan.

5. Resolved, That the incoming Proprietary Committee is hereby instructed to issue a revised edition of the Rebate List at the earliest practicable time.

Unwarranted Use of Morphine Prescription.

Dr. J. A. Kerrigan, of 455 West 155th street, requests us to publish the following notice:

WARNING.

No druggist, in New York or elsewhere, should fill any prescription for morphine or cocaine bearing my name, even when on my blanks, calling for it for my own use and signed by my name. All that I need I will obtain in person from my own druggist and will not prescribe it for anybody. Keep this notice in sight on your prescription counter and oblige J. A. KERRIGAN, M.D.

455 W. 155th Street, New York,
New York, September 23, 1900.

Obituary.



EDWARD PFAFF.

Edward Pfaff, who died recently in this city at his late residence, No. 119 East Eighty-sixth street, was one of the oldest and best-known apothecaries in New York City. He was born in Cassel, Germany, on October 17, 1835. When fifteen years old he entered the drug store of his uncle in a little town on the Main, where he served his apprenticeship. Later he was employed at establishments at Cassel and Frankfort-on-the-Main, Germany, as well as in London, England. From London Mr. Pfaff came to this country. His first venture was with the Schmidt Apothecary, on Eighth avenue, between Thirty-seventh and Thirty-eighth streets. Later he took the store of Mr. Dawson, at Thirty-eighth street and Eighth avenue, and consolidated the two. So successful were his business methods that in August, 1887, he was able to retire, selling the store to his nephew, Martin Arnemann, the present proprietor.

FREDERICK W. DAY.

The news of the death of Alderman Frederick W. Day, a well-known druggist as well as politician of Boston, Mass., has been received with universal regret. Mr. Day had been ill for four weeks with typhoid fever, and serious complications set in which terminated in his death.

Alderman Day was one of the most popular men that ever represented East Boston on the Board of Aldermen. He had already served two terms, and his election was looked forward to this year by the citizens of his district. He had a remarkable popularity, and, although a Democrat, he had many friends among the Republican party and received from it a strong support. His success was due to his quiet, gentlemanly demeanor, his reliable character and clean record gaining for him an enviable record in political, business and social circles.

The dead Alderman was born in East Boston, August 27, 1864. He was the eldest son of Frederick B. Day, an East Boston druggist. Young Day was graduated from the High School and then entered his father's store. He succeeded his father in the business at the corner of Saratoga and Meriden streets about five years ago, and carried on the business up to the time of his death. He was married about ten years ago.

A special meeting was called by the Mayor of both branches of the city government, and resolutions containing the deepest regrets and warmest praise of Alderman Day's ability and integrity were passed. The funeral service conducted at the East Boston Unitarian Church, was most impressive. He leaves a father, mother, wife and two children.

Greater New York.

News of the trade in and about the Five Boroughs—Notes of Personal Interest—Changes and New Stores—Trade Gossip.

A newcomer to the city staff of Wm. R. Warner & Co. is James F. Pickett.

F. S. Schlauch has accepted a clerkship in the store of F. Haas, No. 489 Fifth avenue.

Frank Nau, of the Portland Hotel Pharmacy, Portland, Ore., is in the city on a visit.

F. M. Fisk, who manages the London office of Parke, Davis & Co., was in the city last week.

Friends of Harry C. Yeager, at Wm. R. Warner & Co.'s office, are congratulating him. It's a girl.

E. W. Ault has purchased the drug store of Wm. Welsenger, at Sixty-fifth street and Second avenue.

D. H. Hills, druggist, was a sufferer by the recent fire at Spring Lake, N. J., to the extent of \$3,500.

A large attendance marked the opening of the fall term of the New York College of Pharmacy last week.

The Retail Druggists' Bowling Association have opened the season locally, but plans are not yet perfected for the tournament.

B. B. Meyers, the retail druggist of No. 1414 Amsterdam avenue, has returned from a pleasant vacation at Port Jervis, N. Y.

The German Apothecaries' Society held their first fall meeting on last Thursday evening, October 4, at No. 192 Third avenue.

Dr. B. T. Whittemore, of Parke, Davis & Co., left on October 6 for Asheville, N. C., to attend the convention of the Mississippi Valley Medical Association.

The varnish works of Fred N. Lambert in Long Island City were recently damaged by fire, but prompt action of the employees cut down the loss to about \$100.

An attractive little monthly entitled "Kirk's Bulletin" has just been published by Nelson S. Kirk, druggist, of No. 450 Third avenue. It will help to boom business.

At the next meeting of the Kings County Pharmaceutical Society, on October 9, an interesting paper will be read by Wm. C. Anderson, president of the N. A. R. D.

A new drug store at Seventy-second street and Second avenue will shortly be thrown open to the public by David Davidson, formerly located at No. 1135 Second avenue.

Mrs. A. B. Havens has purchased the interest of A. P. Kerley in the drug store of A. P. Kerley & Co., No. 2035 Broadway. The late A. B. Havens was Mr. Kerley's partner.

It only needed a few applications for membership in the Drug Trade Club to reach the 300 limit, and they were in evidence at the recent meeting, which was largely attended.

Edward Mallinckrodt, president of the Mallinckrodt Chemical Works, is spending a few days in this city. Another visitor is H. B. Rosengarten, of Rosengarten & Sons, Philadelphia.

The trustees of the Brooklyn College of Pharmacy have added a business course. W. L. Perkins, of the firm of Perkins & Butler, lawyers, will deliver bi-monthly lectures on practical business methods.

F. W. Koch, for years with Lehn & Fink and more lately with C. F. Boehringer & Soehne, has acquired an interest in the Grape Capsule Co., Allentown, Pa., and is now acting as its secretary and manager.

The Pinotis Chemical Co., of this city, has recently been incorporated at Albany with a capital of \$10,000. The directors are

Bernard Mizel and E. L. Brownell, of New York City, and P. J. Walsh, Guttenberg, N. J.

The J. Haussman Co. has been incorporated at Albany with a capital of \$4,000, to conduct retail drug stores in New York City. The directors are Joseph Haussman, Jacob Rabinowitz and Fannie Rabinowitz, of New York City.

The first meeting for the fall of the Association of Military and Naval Apothecaries of the State Forces of New York will be held this week, the time and place not having yet been announced. The association anticipate a busy winter.

The Sanitary Chemical Co., recently incorporated, has commenced a general chemical business at Buffalo. The firm begins operations with \$10,000, and the following are the directors: J. H. Brown, G. K. Staple and T. H. Noonan, Buffalo.

A telegram received recently by T. D. Miller, vice-president of the Norwich Pharmacal Co., Norwich, announced the death in Pasadena, Cal., of Charles S. Norris, ex-treasurer of that company, who went to California about a year ago for the benefit of his health.

It is not very often that druggists abandon their vocation for the concert or operatic stage, yet as a rule those who do succeed. Mr. Boyer, who was formerly with Trunk Bros., druggists, Denver, Col., is in this city, preparatory to pursuing a course of voice culture.

Among those who dropped into the city on their way home from the conventions were Thomas Voegeli, of the Voegeli Bros. Drug Co., of Minneapolis, Minn.; Daniel P. Dougherty, of the Moffitt-West Drug Co., St. Louis, and W. A. Hover, of W. A. Hover & Co., Denver, Col.

Wm. Hanensteln has recently greatly improved the interior of his store at Seventy-eighth street and Amsterdam avenue by the addition of a metal ceiling. A similar improvement has been made in the store of Carl Schnackenberg, at Eighty-first street and Amsterdam avenue.

The Soda Mint Gum Co., recently incorporated, will shortly begin operations with a capital of \$150,000 and headquarters at Trenton. William H. Pritchard, Alfred B. D. Waterson, Frederick A. Gutzman, Linnie M. Barlow, Bertha C. Fraser and Willis P. Bainbridge are the incorporators.

Miss Marion Crawford, who, with her sister, has for several years been conducting a retail drug business at Lynn, Mass., has been appointed City Chemist of Lynn by the Board of Health of that city. Miss Crawford was in this city recently selecting apparatus for laboratory work.

The regular meeting of the Kings County Pharmaceutical Society will be held Tuesday, October 9, at 2.30, at 329 Franklin Avenue. William C. Anderson will give his report as delegate to the National Association of Retail Druggists, of which body he has been elected president.

An action has been begun against Mrs. Ella P. McArthur to recover two months' rent of the drug store at Niagara and Carolina streets, Buffalo. Mrs. McArthur purchased the drug store from her husband, Plin S. McArthur, some time ago, shortly after the sheriff had seized it.

Thomas Burnett, a drug clerk, suddenly complained of a headache while dining with his parents at 540 East Fourteenth street, and swallowed a capsule to relieve the pain. He died almost instantly, and an autopsy will be made to discover whether the young man was a suicide or not.

Dr. Dominick Greaven, day manager of Perry's drug store, is doleful these days. He returned recently from a vacation to Niagara Falls to find that his flat in West 114th street had been ransacked by thieves, and

that his entire wardrobe, said to consist of eleven suits, had been stolen.

The firm of Fred. W. McGee & Co., succeeding Cameron & McGee, of which Donald L. Cameron was the head, at 64 Park avenue, Rutherford, N. J., has been incorporated under the laws of New Jersey. The capital stock is given at \$15,000, and the incorporators are Fred. W. McGee, James T. Rutherford and Minnie A. Rutherford.

Prof. R. Ogden Doremus, the noted chemist, celebrated his golden wedding on October 1. He is 78 years of age, and was married in the old South Dutch Reformed Church, at Fifth avenue and Twenty-first street, on October 1, 1850. Prof. Doremus equipped the first chemical laboratory in America and has been connected with Bellevue Hospital for thirty years.

Foreign visitors to the trade have been many of late. Among them were P. A. Ramsey, of Port of Spain, Trinidad, and E. W. Hayen, of E. W. Hayen & Co., Chihuahua, Mexico. Mr. Hayen, who has a big retail drug store, made his first visit to this city and from here he went to Baltimore to visit his family—his first visit to them in nineteen years.

Although incorporated under the laws of West Virginia, the Globe Chemical Company, which proposes to manufacture and sell drugs and medicines with a capital stock of \$200,000, has as directors P. C. Cowling, Wm. Phipps, Lottie Longley, M. E. Longley and H. V. Brandenburg, of this city. H. V. Brandenburg & Co., of this city, are the attorneys and the company will locate in this city.

Miss Agnes P. Mahoney is suing the State of New York for \$59 salary. Miss Mahoney enlisted in the State service of the United States Army on September 9, 1898, after leaving a position as apothecary of the Manhattan State Hospital. Her claim is made through the State Court of Claims, under Chapter 654 of the laws of 1899, which authorizes payment during absence in the United States service.

The North Hudson Druggists' Association of West Hoboken, was one of the first to meet after the convention at Detroit. The committee appointed to make a fixed schedule of prices for all patent medicines stated that the prices on such goods would be the same in every drug store in North Hudson after October 1. The early closing movement by which all stores will be closed at 10 o'clock was also inaugurated on that day.

Richard J. Thomason, the popular young druggist of New Rochelle, gave a farewell bachelor dinner to eighteen of his friends at an uptown restaurant in this city recently. The menu was excellent, and there was any number of jolly speeches. Mr. Thomason sailed on the steamship "Majestic" for Liverpool two days later. His nuptials will be celebrated on October 11, and he will return with his bride about the end of the month.

The Rev. William J. H. Boetcke, pastor of the German-American Reformed Church at Glenmore avenue and Chrystal street, Brooklyn, is trying a unique plan for paying off the debt of the church. He is conducting a drug business, the profits of which, after deducting living expenses, he presents to the church, plus his salary as pastor. The business is prospering, and he confidently expects to have the church free of debt in a short time.

The New York City Division of the All-State Board of Pharmacy held a meeting on September 24 for the purpose of determining the terms of office of the several members. As the result of the drawing of lots, Sidney Faber's term will be one year, C. O. Bigelow's two years, Dr. Albert H. Brundage's three years, William Muir's four years, and Dr. George C. Dieckman's five years. Following the expiration of the term of each member the succeeding member is elected for a term of five years.

How can a cat tell the day of the week? That is the question which puzzles such great minds as those of Col. E. W. Fitch, S. H. Carragan, W. B. Kaufman, and the great staff of employees at the local office of Parke, Davis & Co. "Tom" is fed by a man who comes to the front door on Maiden lane every day to find the cat meat waiting for him there. On Saturday, however, the man always appears at the back door, yet the cat is always there waiting for him. Does he count the days?

A prominent visitor to these shores at the present moment is G. Harold Kent, president of G. B. Kent & Sons, Limited, the well-known brush manufacturing concern of London, England, which is represented here by

McKesson & Robbins. Mr. Kent arrived on the "Oceanic" on September 26, and is a guest of John McKesson while here. The trip is one of pleasure, and is taken after several months spent by Mr. Kent in overseeing the erection of a big addition to his factory, already probably the largest in the world.

The Board of Classification of the United States General Appraisers handed down an important customs decision when they decided recently that the article commercially known as cyanide of potassium, though containing an admixture of cyanide of sodium, is dutiable under paragraph 86, tariff act of 1897, as "cyanide of potassium," at 12½ per cent. ad valorem, and not as a chemical compound or salt, as claimed by the Collector, at 25 per cent., under paragraph 3. The importations which were the subjects of protest were made by Robert Crooks & Co. and others at this port.

At the last meeting of the Board of Pharmacy, which was held in the Brooklyn College of Pharmacy, 76 candidates were examined. The following 24 were successful: Louis V. Campbell, Michael Di Santi, Emlid-dio Fera Isil, Jacob Goldblatt, James A. Hunter, John Keelgar, Henry V. Lentz, Saveris Maschia, Louis May, Harry Nevelson, William Roschen, Fraggi Rosenthal, Herman Shekتمان, Jacob Slegmund, Donald B. Sterritt, Gustave Strassimur, Charles A. Wittmack, Henry Ferkin, Charles Gaer, John Kelley, William Marshall, Samuel Ritter, Morris Spiegelman, Max Wolfman.

Two visitors from Ohio to the trade were C. H. Krauter, of Youngstown, and B. P. Merry, of Archbold. M. J. Gillespie, manager of the Columbia Drug Co., Savannah, Ga., told of prosperous conditions in the South; Mr. Winkelman, Jr., of Winkelman & Brown, wholesale druggists, Baltimore, Md.; Ernst Griebel, Mexico; A. Lennen and J. C. Kaine, Montreal, Canada, and J. Gaylord Bragdon, of Bragdon & Co., of Middletown Del. Mr. Bragdon told of a wonderful soda water fountain in his store which he had made himself. It is of plaster of paris and papier maché, presents a novel appearance, and always looks neat and tidy.

The New York branch of Antoine Chiris, of Grasse, will shortly change its quarters from Nos. 224-226 Pearl street to Nos. 18-20 Platt street, in two large buildings that have recently been completely overhauled and renovated throughout for the reception of the new tenant. The house is making the change to make more room for its business, which has been steadily increasing. The present site has been occupied for the last four years, but has been found to be inadequate, and it was necessary to press into use several basements for the storage of goods. In the new quarters the floor space and accommodations will be increased considerably, and the firm will be a block nearer to the real center of the drug market.

The following are among some of the new companies of interest to druggists recently incorporated: The Pinotis Chemical Company of New York City; capital, \$10,000. Directors: Bernard Miyel, E. L. Brownell and P. J. Walsh. The Cancer Specific Company of Brooklyn, to manufacture and sell Cancerine; capital, \$10,000. Directors: Charles Henry Wilson, Victor Van Horen, of Elizabeth; J. R. Wilson, of Brooklyn. Nicholson Drug Company of New York City; capital, \$1,000. Directors: Peter Nicholson, Jr., Meyer Britowitz, Nathan Barkan, New York City. Helburn Chemical Company of New York City, to deal in chemicals of all sorts; capital, \$10,000. Directors: Julius Helburn, Hugo Helburn and Ernest Strauss, of New York City.

Recent visitors to the city included Lindsay Bunting, of Bunting & Son, Bristol, Tenn.; C. S. Nordhoff, of Nordhoff & Co., Seattle, Wash.; F. J. Hill, of F. J. Hill & Co., Salt Lake City, Utah; Mr. Bridham, of Bridham & Quereau, Denver, Col.; Mr. A. Felton Woods, of A. F. Woods' Sons, New Haven, Conn.; G. H. Harding, Derby, Conn.; William Borden, Columbia, N. Y.; Harry Vaughn, Kansas City, and George Ross, of Ross Bros., Providence, R. I.; Harry Winkelman, of the Winkelman & Brown Drug Co., Baltimore; G. Loveland, of G. Loveland & Co., Burlington, Vt., and C. K. Brown, Deposit, N. Y.; J. Gaylord Bragdon, of the firm of Bragdon & Co., manufacturing, wholesale and retail druggists, of Middletown, Del.; Mr. Michaels, of Langley & Michaels, San Francisco; Theodore Meyer, of Meyer Bros. Drug Co., St. Louis; R. M. Hartwell, Louisville; F. W. Grantham, Hamilton, Bermuda, and C. W. Branch, who is one of the leading druggists of Inagua, in the Bahama Islands. Mr. Branch will familiarize himself with the drug trade as carried on in New York before returning home.

WESTERN NEW YORK.

Progress on Price Regulating.

OPENING WEEK AT THE COLLEGE.

Fair Trade for the Season.

Buffalo, October 1.—There is again a good trade report from the Buffalo retail druggists, which is generally much better than could be said of the business a year ago. Some of them say that the September trade was not up to August, while others will not admit even that, saying that the sales are steadily increasing. The prospect of a big season next summer on account of the Pan-American Exposition, which nobody doubts will be a great affair, will keep all such branches of business as drugs in a hopeful condition up to that time. Druggists ought to reap a very fair sort of harvest out of the extra flow of visitors that must begin to set in early in the summer. While in one way there will not be so much made as in food and lodgings, it is also true that it is not easy to set up a drug store as it is a shanty hotel, so that the trade will not be so badly cut up.

Fixing a Schedule of Prices.

Then the effort to fix up a living minimum price for patent medicines is succeeding better than was at first thought likely. The one lone cutter took the stand he did mostly on account of some squabble with the association and was found open to appeal, so that he is again in line. The department stores are quiet.

Opening Week at the College.

It is opening week of the Buffalo College of Pharmacy, and the students are coming in at a rate that indicates a larger attendance than last year, when the entering class was 99. There is no change in the curriculum or faculty of last year. The boys are having an immensely fine time, 'tis good weather initiating all of the new ones. There is no exact college rush. This seems to be out of date, but in its place is a sort of individual reckoning of the most various and individual sort, dependent on the ingenuity of the older tormentor and the ability of the freshman to resist or escape.

There is the usual demand for new clerks in the city drug stores out of the college students. There is a rush for places on their part, and a dozen or more of them have been placed already, with many others on track of places.

May Change Date of Association Meeting.

There is a prospect of changing the date of the State Pharmaceutical Association meeting in Buffalo next year. The second week of June, as at first fixed upon, or any later date than that, turns out to be very unfavorable to the accommodation of guests, and the hotels will make no promises, for there is the meeting of the Saengerfest, with several thousand people to care for in the second week, and something of equal size and importance after that right through the summer, so the Entertainment Committee has concluded to recommend the date of June 4-8, inclusive, though the final arrangement has not yet been made. The idea of a business session every day of the meet-

ing is adhered to. It is promised that on this date the hotels will not exceed regular rates, and they may give the association a reduction. The entertainment will be mainly the exposition, though the local druggists will probably provide an excursion to Niagara Falls. Thomas W. Dalton, treasurer of the State Association, called on the local druggists on his way home to Syracuse from Toledo, where he, in common with the various agents of Vinol, had been invited to accept the hospitalities of the home office.

BUFFALO NOTES.

The group pictures of the Buffalo druggists, 101 in number, have been finished and delivered by the photographer, who had already pictured the doctors and has now taken up the dentists. The list is well done and has but one unpleasant feature. Already two of the number are dead, Albert C. Anthony and Robert D. Cursons. Martin Van Every, also of the list, is just recovered of a close call from appendicitis, to which it is claimed that druggists are predisposed.

John E. Klenze, a Chicago druggist, who lately received a license from the Erie County Board of Pharmacy, has bought at public sale the stock of drugs left in the store of W. E. Delahant on Hudson Street, Buffalo, when he "skipped the coon," as he expressed it, to escape the sheriff. He will remain in that location if it proves desirable, but has arranged to move if it is not.

Manager O'Leary, of the Red Cross Drug Company, of Buffalo, has procured the new steam automobile he some time ago announced that he was to have, and is off on the road pushing his remedies, being at Erie when last heard from. He is by the aid of the "machine" enabled to stop in all the small towns and create a diversion in favor of his specialties. The weather is so grand just at present that he is to be envied, whether he establishes his remedies everywhere he goes or not.

The New York Credit Men's Association.

At the fifth annual meeting of the New York Credit Men's Association the following gentlemen were elected as officers for the ensuing year:

President, A. H. Watson, of Watson, Porter, Gilles & Co.

Vice-president, Chas. E. Meek, National Lead Co.

Treasurer, Edward E. Huber, of Eberhard Faber.

EXECUTIVE COMMITTEE.

Two Years.

C. S. Young, Central National Bank.
M. E. Bannin, of Converse, Stanton & Co.

R. P. Messiter, of Minot, Hooper & Co.

G. Waldo Smith, of Smith & Sills.
Frank C. Travers, of Travers Bros. Co.

One year.

T. H. Bartindale, Mutual Mercantile Agency.

Chas. Biggs, Actuary Hat Trade Credit Association.

F. R. Boockcock, Treasurer H. W. John's Mfg. Co.

F. A. Brainerd, of Rand Drill Co.
Ed. E. Huber, of Eberhard Faber.

The report of the secretary was read, the other reports being deferred until the meeting to be held in October. The treasurer showed a very flattering condition of his accounts.

The chemical plant of Billings, Clapp & Co., at Tiverton, R. I., was recently damaged to the extent of \$1,000 by an explosion of nitric acid. The loss is covered by insurance.

MASSACHUSETTS.

Views on the N. A. R. D.

MASSACHUSETTS DELEGATES REPORT ON THE DETROIT MEETING.

Soda Trade Prospects.

Boston, October 4.—The delegates from the M. S. P. A. to the N. A. R. D. meeting recently returned, and they are very favorably impressed with what they saw and heard at the annual meeting. President Hubbard, of the State Association, mentioned especially the representative men who were delegates to the N. A. R. D. He found there many sharp, shrewd pharmacists, who were abreast of the times in business acumen. Many of these men stand high in their respective communities.

A Success

President Hubbard considers the meeting a success and the gathering very enthusiastic. He says that the Easterners were very favorably impressed with the Western delegates, who were bubbling over with the idea of a helpful termination. The Westerners, he thinks, have not had so much adverse experience as have their brothers in the East, but in certain sections of the West the plan is already working successfully. Mr. Hubbard states that pharmacists should believe in the plan and do what they can to help it along.

Delegates Report to the Massachusetts Association.

A meeting of the M. S. P. A. was held at Young's Hotel on September 25 to hear the reports of the delegates. President Hubbard and Secretary Geurin. These gentlemen were the chief speakers. They advocated firm support of the N. A. R. D. plan. Their report was accepted, and it was voted to stand by the National Association, and to put the plan in operation. Local associations were recommended to begin the work of organization at once.

Views of Local Druggists.

Some of the local pharmacists who have been active in organization work in the past, but who gathered their impressions of the N. A. R. D. meeting from the AMERICAN DRUGGIST, state that they consider the recent convention evidence that earnest work is being done. They are of the opinion, however, that the plan ought to be inaugurated at once and things brought to an issue. In other words, a movement backed up by aggressiveness is what is wanted here.

The Soda Fountain Outlook.

The soda fountain men of New England are feeling elated over the prospect for trade conditions. They report that business is opening up satisfactorily and that indications point strongly to a goodly supply of orders. One good reason for this state of affairs is the excellent trade in soda water for the summer just closing. A result of this good business for the retail trade is that dealers in soda fountain supplies are receiving more orders than usual, especially in the line of hot soda fountains. The retailers are preparing for good business this winter.

Work of the Board.

The Board of Registration in Pharmacy held sessions for the examination of candidates on September 18 and 19. Twenty-nine candidates were examined, and the following were granted certificates: J. A. Archambault, Lynn; Archibald Ralston, Jr., Woburn, and Frank R. Gleason, Brockton. The next examination will be held early in October.

M. C. P. NEWS.

Charles H. Osgood, of Lowell, a member of the senior class, M. C. P., is president of the College of Pharmacy Y. M. C. A. He was at the college on September 25 assisting in welcoming the new students and distributing useful Y. M. C. A. hand books. He became acquainted with many juniors, and is much encouraged over the prospect for good work in his especial line.

Edward P. Wirth, Ph.G., M.D., instructor in general chemistry last year, was in town last week on a brief business trip.

Stephen P. Marshall, a member of last year's senior class, has just commenced clerking for Francis O. Swallow, 1904 Centre Street.

The college term began on September 24 under the most favorable conditions. The attendance on the opening days was most encouraging. Some of the rooms have been in the hands of the carpenter during the vacation and are now better adapted for practical work than ever. These changes are most noticeable in the departments of Materia Medica, Pharmacy and in the Chemical Laboratory.

The classmates of John F. Loftus, Ph.G., '98, are sympathizing with him over the recent death of his brother and sister. They died within two weeks of each other. The sister had taken several courses at the school. Mr. Loftus is a student at the Harvard Medical School.

Janet Lublin, who took the junior studies in the Ph.C. course last year, is now attending the N. Y. C. P.

Elbern T. Bowers, Ph.G., '96, is attending Tufts' Medical School.

Henry N. Longfellow, Ph.G., '90, recently entered Harvard Medical School.

W. J. Dodd, apothecary at the Massachusetts General Hospital, and who has nearly finished his courses at the school, has just become a student at Harvard Medical School.

MASSACHUSETTS MENTION.

Harry Pannerton recently opened a new pharmacy in Fall River.

Burdett and Barnard are the proprietors of a store soon to be opened at Southboro.

C. H. Goldthwaite, of Taunton, was a recent purchaser of a hot soda fountain from James W. Tufts.

The Lydia E. Pinkham Medicine Co., of Lynn, swelled the Galveston relief fund to the extent of \$100.

S. E. Brown, of Malden, applied for a sixth-class license a few days ago. The Aldermen have referred the application to a future meeting.

A. E. Rose, of Lowell, who handles the reins so efficiently for the J. C. Ayer Co., of that city, was at Beach Bluff for a part of the vacation season, where he gathered in fresh inspiration for the winter's work.

HUB JOTTINGS.

Nathaniel J. Rust recently sent \$25 to the Galveston fund.

A. L. Given succeeds the Warren Drug Co., Warren street, Roxbury district.

Otis Clapp & Son, of Park Square, have contributed \$25 to the Texas relief fund.

Walter Messinger, formerly in business at the corner of Washington and Dudley streets, is a voluntary petitioner in insolvency. Liabilities, \$6,019; assets, \$2,251.

Charles F. Cutler, of the Eastern Drug Co., is in Chicago, where he went to attend the annual meeting of the National Wholesale Druggists' Association.

The store occupied by J. F. Gleason, Washington street, Dorchester district, was on fire recently. The origin of the blaze is unknown; damage under \$1,000.

George B. Markoe has left the employ of William B. Hunt & Co., Washington and Elliot streets, and has gone to Texas to accept a position as analyst with a copper mining concern.

George Leonard Pierce, a druggist of Jamaica Plain, and Miss Grace Halpine were married by the Rev. C. E. Fisher, at the bride's home in Lowell on the evening of September 26. After the marriage a reception was held.

Greene's Nervura Co. was recently incorporated under the laws of this State. W. E. L. Dilloway is president and V. R. Pettingill treasurer. Capital stock \$200,000. Mr. Pettingill is well known to the trade from his connection with Pettingill Advertising Agency.

A Boston druggist has turned the popular interest in the result of the Presidential election to account. He has hung up prizes to be awarded to the successful persons who come the nearest to guessing the popular vote of President McKinley. The guesser must, of course, be a patron of the establishment.

NEW ENGLAND ITEMS.

S. J. Briggs & Co., of Providence, R. I., have just ordered a new Tufts hot soda fountain.

Gibson & Co., of Providence, R. I., are recent purchasers of a new hot soda fountain made by James W. Tufts.

The new drug store of Charles H. Foster, recently opened at Lisbon, Me., is rapidly nearing completion. The interior is exceedingly rich and handsome, being of oak and mahogany. A telephone booth has just been added to the equipment of the place.

One of the hustling drug concerns of Androscoggin County, Maine, is the Gerrish Medicine Co., of Lisbon. Mr. E. H. Gerrish, the principal member of the firm, is one of the old time druggists who has kept abreast of the changes which pharmacy has undergone.

Engel's Animal Health Food Co. has been incorporated with a capital of \$50,000 to deal in medicines. The incorporators are W. H. Thorp, Boston; G. W. Sias and H. F. Engels, Medford, Mass. and F. E. Rowell, Kittery, Maine, where the offices are to be located.

CONNECTICUT NOTES.

W. H. Hull, of New Haven, has recently completed alterations on his store, which make it one of the most up-to-date pharmacies in the New England States.

H. A. Dupee, of Bridgeport, accompanied by his wife and daughter, is taking a ten days' drive through the Berkshires. Mr. Dupee owns a fine team of cobs and is considerably proud of them.

J. J. H. Swinnerton, of Bridgeport, has one of the finest decorated fountains in the State of Connecticut. The show features of it are changed weekly by his manager, E. C. Parker, who is a star at this kind of work.

James Duggan has decided to give up his Norwich store and devote all his energies to the Hartford establishment. He has sold out in Norwich to J. A. Dunn, who is well known as the former head clerk for H. J. Steiner.

J. A. Levery, of Bridgeport, spent a few weeks in New York City recently. "Gus" is a firm believer in N. A. R. D. principles and one of the heartiest advocates of the association in Connecticut.

PENNSYLVANIA.

The Proprietary Committee Headquarters.

PLAN FOR NEXT YEAR'S WORK.

Changes at the Exchange.

Enforcing the Prison Law.

Philadelphia, October 5.—This city is again to become the Mecca of the drug trade, as on October 1 the offices of the chairman of the proprietary committee of the N. W. D. A. took up their quarters here, and for the next year at least the new chairman, Mr. Shoemaker, will be kept hard at work untangling the many problems that confront this committee. Mr. Shoemaker, in having J. Toms as secretary, has a jewel, as he is as well posted on the duties of this committee as any member of the association. He has been secretary for several years and he first began the duties of this office in this city.

The New Chairman of the Proprietary Committee.

It is nothing new to have the chairman of the proprietary committee a Quakerite, as the real hard work of this committee was begun by M. N. Kline, and it was through his energy and indomitable will that the committee has played such an important part in the affairs of the drug trade. In Mr. Shoemaker the association has found another chairman of the same will and bearing as Mr. Kline. He is a hard worker and is always willing to do his share. This time the association has an assistant to the chairman of this committee, F. E. Holliday, and he is considered a great addition. Mr. Holliday has taken up his office here, and his presence in this city will no doubt be of service to the local branch of the N. R. D. A., as he may be able to cut out the petty business some of the officers are liable to indulge in, and in time may secure officers who will command the respect and fidelity of all.

The Work for the Committee.

Mr. Shoemaker, in speaking of his new office, stated he would go ahead with the work mapped out for carrying out the tri-parti plan. This, he thought, would be accomplished by a gradual process and he was of the opinion that the large profits the druggists made at one time cannot be done now. In speaking of the convention he said it was the greatest he ever attended and he thoroughly enjoyed the trip to Milwaukee, where many of the visitors became acquainted with the drug that has made that city famous.

The Drug Exchange.

It is stated there is to be more doing this year at the Philadelphia Drug Exchange, and President Smith intends to have the rooms of the exchange to be used for better purpose than to have three or four members daily discussing "what things were years ago." The Board of Directors of this exchange will have its first fall meeting on October 10, and it is believed something will

be done which will insure a larger daily attendance. This exchange has fine quarters and they are fitted up in a comfortable manner. All kinds of papers and periodicals are on file and considerable information can be obtained. Some years ago, before the advent of the telephone and when a telegraph message was a rarity, a large business was done on the floor of the Drug Exchange. Here all the drug brokers met the wholesale druggists and parted with their wares. Now the wholesale druggist uses the long distance telephone and in many cases he imports direct. There has been in the last few years more of a disposition to concentrate the drug business, and now it is done by five or six big houses when, formerly, it took from fifteen to twenty to do the business. It is known that the "good old days" cannot be brought back, but the officers of the exchange are going to try and bring back some of the old life into the daily gatherings.

Enforcing the Prison Law.

The druggists in this city are having troubles of their own, but it is said all the retail druggists throughout the State are being treated in a similar manner. The easy way in which poison can be obtained has at last aroused the State authorities, and it is stated drastic laws are to be enacted at the next session of the Legislature with a view of putting a stop to the indiscriminate manner in which the poisonous drugs are sold. The retail druggists here are somewhat exercised over what they call an unwarranted investigation of their affairs by the State Pharmaceutical Examining Board. During the past week a special agent of the board has been visiting drug stores with the apparent object of ascertaining the competency of clerks and information about the sale of poisons.

The druggists say that when the agent calls he demands the pharmacist's certificate and also his renewal certificate. He then puts the druggist through a series of quizzes, after which he looks at the poison register, and while going through it, continues to pour hot shot questions at the owner. In reply to some questions asked one of the agents said suicides from poisons were increasing to an alarming degree.

One Cause for Sale of Morphine.

A well-known druggist said: "The sale of morphine and other opiates has increased amazingly, but there is an explanation for this. Some time ago a man came to me suffering from asthma. He was too poor to go to a doctor and went to one of our hospitals. He returned to my store within a few days comparatively well and asked me to renew a prescription. I read it over, and seeing that it called for a large quantity of morphine, I inquired if the formula had been legitimately obtained. He gave me a doctor's name at the hospital, and, of course, I filled it. He had the prescription renewed time and time again, and now this man is a confirmed morphine fiend. This is the fault of the doctor who prescribed for him, and not the druggist that filled the prescription. If any one is to be censured for the misuse of morphine or similar poisons, it is the reckless physician, who is often the root of the evil. If the State Board of Pharmacy is looking for trouble, let it

regulate the administration of the drug and place the blame where it justly belongs."

MINOR NEWS NOTES.

J. B. Moore, one of the best known retail druggists in this city, is doing a big business in his two stores.

E. R. Gatchel, Tenth and Spring Garden streets, has one of the best prescription trades in the city.

Fred R. Keller, 1812 South Fourth street, has lately increased the capacity of his store and is doing a flourishing business.

Instead of making it only a feature of the summer months, the Smith, Kline & French Co. will hereafter close at 1 p.m. every Saturday in the year.

Chas. H. Riegel, Fifty-eighth and Vine streets, not only handles all kinds of drugs but sells a large amount of paint. This is a neighborhood in which there is considerable decorating indulged in.

George Lambert, who recently moved into his new store, 1203 and 1205 Belmont avenue, has been doing a largely increased business. Mr. Lambert's new store is one of the handsomest in West Philadelphia.

Dr. Colley, of Warne & Colley, druggists, of Dunbar, recently captured a young man who was attempting to rob the store, after having effected an entrance by breaking a window. The thief proved to be a well known young man of the town.

Howells, who was recently indicted at Wilkes-Barre on five counts, all connected with the vending of spurious medicine, pleaded guilty on one of the counts and was fined \$250 and costs. He was then held in \$1,000 bail for the next grand jury.

Many of the retail druggists in this city have public telephones in their stores, but it is stated that some of them are going to lose the telephones, as the language sent over them has been so hot as to cause the wires almost to melt. It is suggested that the excitable druggists should be made to talk through asbestos.

Frank H. Fleer & Co., the chewing gum manufacturers, of Philadelphia, are defendants in several damage suits now being instituted by tenants and owners of the buildings adjoining their factory. The buildings of Fleer & Co. were wrecked by an explosion of chemicals in April last, and serious damage resulted to the buildings in the immediate vicinity.

M. H. Howells was placed on trial at Wilkes-Barre on September 27, for counterfeiting patent medicine labels and pasting them on bottles of preparations of his own manufacture. These preparations he sold at a much lower rate than the standard price to druggists, who soon discovered the fraud that had been practiced on them and had Howells arrested.

Geo. W. Hull, a well-known druggist of Lancaster, has been greatly annoyed recently by the operations of impostors. Two men claiming to represent him have been selling a patent medicine which they called Horner's Sarsaparilla. They represented that Mr. Hull has the agency for the sarsaparilla, which they evidently manufacture themselves, and for the purpose of introducing it were giving a \$1 bottle for 35 cents.

J. H. Simpson, the well-known druggist of Chesapeake City, Md., who disappeared from his home on September 25, was found at Westfield, N. J., almost a week later, in a very disreputable condition as to clothes, and with no very clear perception as to what had happened him. It is believed he was drugged and robbed in Philadelphia, and that he wandered about in a dazed condition until found. He was removed to his home.

Quite a number of Allegheny County druggists have recently been fined for failing to post their certificates of registration in their stores, as required by law. It was said that the action was brought about by Louis Emanuel, of Pittsburg, president of the State Pharmaceutical Board, and it was also rumored that the Retail Druggists' Association of the county had declared war on him for that reason. The legal representative of the board, G. W. McLean, denied that Mr. Emanuel instituted the actions, but that he had brought them himself, and would continue in the work.

OHIO.

Local Association Meets.

OFFICERS ELECTED.

Jobbers Promise to Co-operate.

Cincinnati, Ohio, October 6.—The annual meeting of the local branch of the National Association of Retail Druggists was held in the Auditorium in the Odd Fellows' Temple the other day. The meeting was well attended and most enthusiastic. Various matters of interest to the trade were discussed and reports were read by Messrs. Zwick and Wells, the Cincinnati delegates to the national convention at Detroit. The cut-rate evil was also discussed as it affects the local druggists, and it was decided to urge the jobbers not to sell any retailers who insist on displaying signs announcing the fact that they do not get full prices.

A Committee to Wait on the Jobbers.

A committee was appointed to wait on the jobbers and insist that the provisions of all previous agreements be lived up to. The fact that Charles A. Apmeyer, the Mt. Auburn pharmacist, resigned from the association because cut-rate stores are on either side of his place of business on the hill and compelled him to lose a lot of trade by asking full prices was deplored. It was decided to ask Mr. Apmeyer to reconsider his action and try to devise other means of meeting the strong competition on the hill. Several druggists volunteered to wait on Mr. Apmeyer in reference to the matter, and it has since been learned that he has decided to again become a member of the local branch. Mr. Apmeyer is in thorough sympathy with the objects and aims of the National Association of Retail Druggists and his move was simply made as a matter of self-protection.

Local Jobbers Promise Co-operation.

The local jobbers have again promised to stand by the association in its efforts to maintain full prices.

Election of Officers.

The meeting wound up with the election of officers for the ensuing year. The following were chosen: President, A. O. Zwick; First Vice-President, N. E. Smith; Second Vice-President, O. Rauchfuss; Secretary, Charles Fredricks, Jr.; Treasurer, A. D. Wells. Members of the Executive Committee, one year, A. L. Boehmer; two years, Emil Zorn, Otto Greenland and H. B. Waltherman.

HEARD AROUND TOWN.

Joe Lambert has gone into the insurance business.

There is a dearth of drug clerks here at present.

Loula Helster had a nice display at the recent fall festival.

Cora Dow recently detected a man stealing goods from one of her stores.

Dr. C. M. Greve, of Chattanooga, was here during the fall festival. He is a brother of the late T. L. A. Greve.

Prof. Fennel is authority for the statement that the Cincinnati College of Pharmacy will have one of the most prosperous years in its history.

Edward Lotze has resigned his position at Dow's Pharmacy to accept the position of

assistant pharmacist at the City Hospital. He intends to study medicine.

William Morton and his estimable wife, Lottie, will hereafter be found at Dow's Pharmacy. Mrs. Morton will sell perfumes and her husband will be stock keeper.

Balthaser Friess, the clever clerk for F. Zuenkel, on Vine street, opposite Findley, was recently married to Miss Harriet Driver, a popular young lady of Fairmount.

Mr. Geo. E. Schmebl, for several years head clerk for Stecher Bros., Cleveland, has opened the Temple Pharmacy on Superior Street, opposite the Hollenden Hotel.

A Walnut Hills druggist recently dispensed laudanum instead of extract of vanilla. He was discussing politics while waiting on a customer. Business and politics don't mix.

N. Ashley Lloyd is expected to resign as treasurer of the Cincinnati Baseball Club in December. Mr. Lloyd has many friends in the drug business who hope to see him continue in baseball.

There has been much talk of a drug store being established in the new sky scraper at Fourth and Walnut streets in the room formerly occupied by Wilmot J. Hall. The rent is high.

The Parsons Drug Store Company, of Cleveland, has been incorporated, with \$10,000 capital stock, by R. Parsons, F. U. Parsons, J. H. Deckard, W. Winterbottom and T. E. Deckard.

Dodd, Mead & Co. have announced their four great novels of the year. "Stringtown on the Pike," by Prof. John Uri Lloyd, of this city, heads the list. This is quite a compliment to the famous Cincinnati author.

Dr. Marvin, the well-known druggist at Pearl and Walnut streets, was attacked the other evening in his store by two toughs whom he had displeased. He was badly beaten up, and a policeman arrived in time to arrest his assailants, who were fined in police court.

D. J. Kavanaugh, the well-known Covington pharmacist, has returned from Paris, Ky., where he has been doing relief work of late. Dan was formerly in business in Covington and is well liked on both sides of the river. His address is 63 East Fifth street, Covington.

Edward Voss, Jr., the well-known druggist at Twelfth and Vine streets, has returned from his visit to New York City, where he was entertained at the Drug Trade Club. Ed. met many of his relatives who have prospered in the metropolis. Some are members of his craft.

The main office of the Coughene Emulsion Co., recently incorporated under the laws of Ohio, to manufacture proprietary medicines, will be located at Columbus. The capital stock is \$2,500, and the incorporators are D. G. Sanor, F. S. Wagenhauls, J. L. Ronney and J. A. Goodown.

The year's work at the Cleveland School of Pharmacy commenced on September 10. In the neighborhood of forty new students registered. The school is located at its new quarters, 356 Superior street. Many new facilities are offered to the students, among them being two new laboratories. The opening exercises consisted of an address by President E. A. Schellentrager and a response by Professor H. V. Arny.

The firm of Stecher Bros., 1,066 Pearl street, Cleveland, is no more. Fred W. Stecher having bought the interest of Henry W. in both the drug and barber supply departments. Mr. Stecher will refurbish the store throughout with new fixtures of latest design, and a patent show case front will replace the old one. Henry W. Stecher, who for the past five years has devoted all his time to the more remunerative occupation of secretary and treasurer of the Pearl Street Savings and Loan Bank, has severed the last tie with his professional "first love."

The Fall Festival was a great help to the drug trade as well as to other branches of business. Many druggists from a distance and also from nearby cities and towns took advantage of the low railroad rates to come to the Queen City of the West and combine business with pleasure for a few days. The show will be repeated next year and more druggists and local jobbers will have displays. The success of this year's show, which lasted ten days, has caused many business men to realize more fully the many possibilities for helping business with such an entertainment. Twenty thousand dollars above all expenses was realized by the festival.

MICHIGAN.

A Cutter's Views on Prices.

AFTER VIOLATORS OF THE LAW.

Business Dull.

Detroit, October 4.—Except for the temporary rejuvenation of the soda business caused by an unexpected hot spell a few days ago, business has been only fair, but not much complaint is heard.

Held for Violating the Law.

Frank Lesinsky & Co. have been conducting a so-called pharmacy at 899 Dubois street for some time without any one around the store being registered. They are said to have been flagrant violators of the Pharmacy act, and the State Board has had all kinds of trouble with them. Friday last the attorney for the board had them arrested for the second time within the year. They were bound over for trial on October 9.

Couldn't Afford a Clerk; Paid Fifteen Dollars.

Another druggist was on the carpet at the same time, one F. Gagnier, 446 Gratiot avenue. When caught he owned up, and was fined \$15. He is only a registered assistant, and claims that he cannot afford a clerk.

Working on the New Price Agreement.

Considerable quiet work is being done on the new price agreement, but no results are in evidence as yet. Apropos of this, a prominent Woodward avenue retailer, in discussing the cut rate evil, says that one of the odd things in relation thereto is the fact that all the proprietors of outside stores expect to see all the stores in the city on one dead level of prices. This is out of the question, and if the cut rate business is to be stopped, it must be by some other idea than by trying to compel this step. It is the natural run of trade that down town prices are a shade lower than those obtained in outlying districts. It would seem wise to recognize this fact and establish a minimum price and let the outside man get all he can above this figure.

MINOR NEWS NOTES.

Mr. Hollands is doing the city for Nelson Baker & Co.

Chas. Davey, from the Michigan Drug Co., is now with Harty.

E. F. Ballard has left Parke, Davis & Co. to accept a situation with P. Katus.

C. D. Bronner is now with the Central Drug Co., having tired of the road.

Bert Williams, formerly with the Hurd & Gray Co., is now with the Central.

D. L. Sherwood has deserted the mortar and pestle and will take up the study of medicine.

The Drug Clerks' Association are to have a big jamboree October 3 at their hall, 80 Gratiot. It will begin at 11.00 p.m., and will not be enjoyed by those who don't come.

J. Ed. Milford, a druggist of Indianapolis, Ind., has disappeared, and his store is in the hands of his creditors. He was in business only about a year, but it did not prosper, and he grew despondent at his inability to meet his bills.

At the recent meeting of the Vermont State Pharmaceutical Association W. E. Terrill was elected delegate to the annual meeting of the American Pharmaceutical Association, to be held in St. Louis in 1901.

ILLINOIS.

The Pure Food Law.

A GUILTY KNOWLEDGE REQUIRED TO CONVICT.

Veterans at Blue Island.

Chicago, October 3.—A recent decision of one of the lower courts in Chicago, if sustained before a higher tribunal, will have an important bearing on the enforcement of the pure food law. The court holds that the seller must have a guilty knowledge of the fact that the stuff sold by him is impure else he cannot be convicted of wrong doing. The difficulty of proving guilty knowledge is a difficult matter, but will work out good in one respect—namely, it will divert persecution for violation of the law against the manufacturer rather than the retailer.

The authorities are showing some activity in prosecuting under the law, the attention being devoted chiefly to groceries, flavoring extracts, ciders and vinegars. A story in that connection is worth repeating. One of the inspectors visited a Chicago department store looking for wild cherry phosphate imitations. He found the stuff, but it was properly stamped "imitation" across the face of the bottle. This prompted the inspector to look on the rear of the bottle and there he found blown in the glass, "Dr. ———'s Hair Restorer." Old bottles, probably sold to a ragman, had been bought by the wild cherry phosphate firm without regard to the incongruous label blown in the bottle.

The Chicago Veteran Druggists' Association

held its quarterly meeting at the residence of Henry Broth, at Blue Island, Ill., on September 26. Host Broth entertained the party with a spread in the open air, after which the association adjourned indoors for the regular business and social intercourse. Wilhelm Bodemann read a carefully prepared biographical sketch of D. R. Dyche, who died three years ago. This sketch now becomes a part of the historical records of the association. A resolution of sympathy was extended to Herman Plautz, who has been confined to the hospital with eczema for nearly a year. Mr. Bodemann gave an original musical composition and Captain W. G. Morris rounded out the programme with telling the members of the strange sights he saw at the Paris Exposition. Regrets were read from President Barclay and H. H. Green of Bloomington. Among those present were T. N. Jamieson, Thomas Braun, William Jauncy, W. G. Morris, Louis Woltersdorf, J. C. Borchardt, W. Bodemann, T. H. Patterson, W. F. Blocki, L. C. Waldron, William Sempill, George R. Baker, F. C. Schapper, W. C. Dyche, John Blocki, W. K. Forsyth, P. J. Behrens, A. E. Ebert, W. G. Baxter, Judge Bradwell, G. W. Baxter, and H. S. Maynard.

Chicago Bowlers at Work.

Chicago druggists are continuing the interest in bowling which has twice given them such marked success in the national championships. This year the pill compounders have a team entered in the Business Men's League, and as some of the best bowlers in the

city are pharmacists, the team expect to do well.

Large Classes at the Colleges.

The Chicago College of Pharmacy, the Pharmacy School of the University of Illinois, opened September 25. The enrollment is 176, embracing seventy-one seniors and 105 juniors. This registration is an increase of twenty-five per cent. over last year. The Northwestern University School of Pharmacy opened September 18 with a materially increased attendance.

On the petition of William H. Dickinson, president of the B. M. Butler Company, dealers in chemicals at 161 Superior street, Chicago, Judge Neely has appointed Fayette W. Bascomb receiver with power to collect the assets and distribute them under the direction of the court. The B. M. Butler Company was organized in 1895 with a capitalization of \$25,000.

Frank Elliott, formerly night clerk for the drug firm of Stolz & Grady, 104 North Clark street, Chicago, and his alleged accomplice, Peter St. Clair, did not appear before Justice Hamburger to answer the charge of larceny. The men are accused of pilfering goods to the value of \$2,000 from the drug store. Elliott, it is said, was the direct cause of the disappearance of the goods, and Peter St. Clair is said to have disposed of the stolen property. A conditional forfeiture of the bonds was made with permission to reinstate. The Grand Jury had meantime indicted the two men, which perhaps accounts for their disappearance.

A. B. Hunt, of Fuller & Fuller, Chicago, is back from a vacation of three weeks, spent at Delevan and Madison, Wis.

V. H. Dumbeck has opened a new store at Pullman, Ill. The stock was furnished by the Chicago house of Sharp & Dohme, sold through their hustling salesman, C. P. Harbison.

J. M. Collender has purchased the Dr. H. K. Ehrlick pharmacy at La Porte, Ind.

"Krones' Pharmacy," reads the electric letters in front of John Krones' Pharmacy opposite the City Hall on Clark street. This is the only electric illuminated sign on any drug store in Chicago, and the hustling proprietor says it's a bread earner.

W. E. Bingham, of Tuscaloosa, Ala., has been in town buying of the Chicago jobbers during the past week.

Visitors in Attendance.

Following is a list of those gentlemen who have registered as being in attendance on the N. W. D. A. and P. A. meetings, giving the houses they represent and their hotel addresses. A., Auditorium Hotel; An., Auditorium Annex; Vic., Victoria; P., Palmer House; C., Chicago.

F. Aschenbach.—Aschenbach & Miller, Philadelphia.—A. Jno. Anderson.—Chas. Pfizer & Co., New York. Wm. O. Allison.—"Oil, Paint and Drug Reporter."—A. J. W. Allison.—Thompson Bottle Co., St. Louis.—A.

G. H. Ball.—J. P. Smith Co.—C. I. J. Benjamin.—THE AMERICAN DRUGGIST.—A. W. D. Breen.—Tyler & Finch Co., New York City. F. M. Bell.—Armour & Co.—C. John Birks.—Colburn, Birks & Co., Peoria. A. R. Bremer.—A. R. B. & Co.—C. W. E. Bailey.—Potts Drug Co., Wichita.—An. L. B. Bridaham.—Brida-

ham, Quereau & Co., Denver.—A. Wm. Bodebender.—Finlay, Dicks & Co., New Orleans. J. E. Bartlett.—Parke, Davis & Co., Detroit.—C. Horace Burroughs.—Burroughs Bros., Baltimore. Henry Beck.—Dodge & Olcott.—C. A. Bauer.—Bauer & Black.—C. S. H. Black.—Bauer & Black.—C. E. H. Buehler.—C. F. W. Buescher.—Parke, Davis & Co.—A. W. E. Barker.—S. V. & F. P. Scudder, New York.—P. Jno. Byrne.—Columbus, O.—Vic. Delegate Ohio State Phar. Asso. B. E. Borges.—Sherman, Williams & Co.—C. R. H. Bradley.—Walding, Kinnan & Marvin, Toledo.—A. A. H. Beardsley.—Miles Med. Co., Elkhart.—A. W. C. Bolton.—Brooklyn.—A. John Blair.—Waterbury, Conn.—A. F. R. Bruen.—Pond's Extract Co.—An. M. L. Barrett.—M. L. Barrett & Co.—C.

Thos. A. Cobb.—C. F. R. Churchill.—Churchill Drug Co., Burlington, Ia. C. H. Camp.—Centaur Co., New York.—Gt. Nort. S. H. Corrigan.—Parke, Davis & Co., Detroit.—A. A. L. Carter.—Resinol Chem. Co., Baltimore.—An. M. H. Carter, M.D.—Resinol Chem. Co., Baltimore.—An. W. T. Case.—Boehringer & Soehne, New York.—A. D. M. Cowan.—Plympton, Cowan & Co., Buffalo.—A. T. G. Conde.—W. T. Hanson & Co.—An. D. B. Chandler.—Mulhens & Kropff, New York.—Palmer. C. F. Cutler.—Eastern Drug Co., Boston.—An. T. P. Cook.—N. Y. Q. & Chem. Co., New York.—A. A. W. Claffin.—Geo. L. Claffin & Co., Providence.—A. J. F. Cowes.—J. L. Thompson Co., Troy.—A. John Clay.—Merck & Co., New York.—A. Fred L. Carter.—Carter & Meigs, Boston.—A. C. B. Cooke.—Pozzoni Co., St. Louis. J. P. Cobb.—Parke, Davis & Co.—An.

C. H. Duncan.—Paris, Med. Co.—Grand Pac. D. P. Dougherty.—Moffit-West Drug Co., St. Louis.—A. L. R. Dronberger.—Mallinckrodt Chem. Works, St. Louis.—A. W. T. Davis.—Kansas City "Star." S. C. Dobbs.—The Coca-Cola Co.—C. E. C. De Witt.—E. C. De Witt & Co.—C.

F. Eberlein.—Koehnig Med. Co.—C. C. R. Erwin.—Lord & Thomas, Chicago. O. T. Eastman.—Searle & Hereth.—C. E. T. Egerly.—Ottumwa.—An. J. C. Eliel.—Lyman Eliel Drug Co., Minneapolis.—A. G. P. Engelhard.—"Western Druggist," Chicago.—A.

H. B. Fairchild.—Hazelstine-Perkins Drug Co., Grand Rapids.—A. E. C. Fowler.—Schleffelin & Co., New York.—An. J. C. Fox.—McPike & Fox.—An. E. C. Frisbie.—Talcott, Frisbie & Co., Hartford.—A. Chas. E. Field.—Nat'l Lead Co., Chicago. Frank A. Faxon.—Faxon, Horton & Gallagher, Kansas City.—An. W. D. Faris.—H. J. Baker & Bro., New York.—A. M. D. Faris.—H. J. Baker & Bro., New York.—A.

Chas. H. Gillespie.—Fred De Bary & Co. John Gleichmann.—Rosengarten & Son, Philadelphia.—A. F. J. Greene.—Barker & Wheeler Co., Peoria.—A. C. W. Griffith.—Scott & Bowne.—A. W. H. Gallenkamp.—David E. Green & Co., New York. C. W. Griffith.—Hert & Frerichs, St. Louis.—A. T. B. Glazebrook.—The Tilden Co., Lebanon, N. Y.—A. Harry H. Good.—Carter Me. Co., New York.—A. S. S. Gerstle.—Parke, Davis & Co.—A.

B. C. Hartz.—Hartz & Bahnsen Co., Rock Island. W. T. Harpes, Jr.—J. W. Edgerly, Ottumwa.—A. J. B. Hargrave.—Hall Capsule Co., Cincinnati. A. H. Higble.—Hereth & Frerichs, St. Louis.—Lex. W. H. Hooker.—S. G. Wells & Co., Buffalo.—A. F. E. Holliday.—Chairman Ex. Com. N. A. R. D.—An.

F. S. Hereth.—Searle & Hereth.—C. T. P. Haley, Jr.—St. Louis.—Vic. A. J. Horlick.—Horlick Food Co., Racine. D. P. Hart.—W. J. M. Gordon Chem. Co., Cincinnati.—Briggs. Geo. R. Hillier.—New York.—A. H. Holland.—Stallman & Fulton, New York.—J. L. Hopkins.—New York.—A. W. A. Hamann.—Roessler & Hasslacher, New York.—A. Chas. Hubbard.—Syracuse.—A. H. B. Harding.—Humphreys' Homeo. Med. Co., New York.—A. Irad Hawley.—Hall & Ruckel, New York.—A. W. A. Hoyer. Denver.—An. C. F. Harding.—C. L. B. Hall.—Benton, Myers & Co., Cleveland.—A. J. Helfman.—Parke, Davis & Co., Detroit.—A. H. J. Helster.—Geo. Lucas & Co.—C. F. S. Henry.—Williams Mfg. Co., Cleveland.—A. A. K. Hammond.—"St. Louis Republic."—Gr. Pac. A. W. Hawkes.—General Chemical Co.—C. F. A. Hessig.—Hessig-Ellis Drug Co., Memphis.

Prescott Jordan.—Liebig Company.—C. Dr. F. L. James.—"National Druggist," St. Louis. C. R. Jones.—Powers & Weightman, Philadelphia. Chas. A. Jerman.—Jerman, Pfueger & Kuehmsted Co., Milwaukee.—An. R. S. Johnston.—Merck & Co., New York.—A. Frank R. Jones.—J. Elwood Lee Co., Conshohocken, Pa.—An. J. C. Jackson.—Merchants' Gargling Oil Co.—A. J. H. Jeffries.—Jeffries Glass Co., Philadelphia.—A.

Mr. Ketchum.—J. P. Smita & Co., New York and Chicago. E. D. Kenfield.—A. Jergens & Co., Cincinnati.—A. J. R. Kathrens.—Pabst Brew. Co., Milwaukee.—A. Otto Kuehmsted.—Jerman, Pfueger & Kuehmsted Co., Milwaukee.—An. Thomas J. Keenan.—THE AMERICAN DRUGGIST, New York.—A. J. J. Kearney.—Stearns' Electric Paste Co., Chicago.—A. J. S. Keller.—Anglo-Swiss Milk Co., New York.—C. C. B. Kinnan.—W. K. & M. Co., Toledo.—A. Justin Keith.—J. L. Hopkins & Co., Chicago. K. L. Kramer.—Sterling Remedy Co.—A. W. B. Kaufman.—Parke, Davis & Co., Detroit.—A. M. L. Kline.—Smith, Kline & French Co., Philadelphia.—A. L. W. Leithhead.—L. W. Leithhead Drug Co., Duluth. Carl Leich.—C. Leich & Co., Evansville, Ind.—An. P. R. Lance.—Wm. R. Warner & Co., Philadelphia.—A. J. S. Lurie.—Owl Drug Co., Kansas City.—A. H. J. Linneman.—St. Louis.—A. J. Elwood Lee.—J. Elwood Lee Co., Conshohocken, Pa.—An. Jos. Leeming.—Thos. Leeming & Son, New York.—A. C. S. Littell.—R. W. Robinson & Son, New York.—A. Chas. Lyman.—Lyman, Sons & Co., Montreal.—A. F. B. Lillie.—F. B. Lillie & Co., Guthrie.—A. H. T. Lodge.—G. S. Meph-am & Klein, St. Louis.—Vic. Thos. Lord.—Lord, Owen & Co., Chicago. Evan Lilly.—Ell Lilly & Co., Indianapolis.—A. A. H. Lindley, M.D.—Munyon Homeo. Rem. Co., Philadelphia.

H. S. Maynard.—Ell Lilly & Co., Indianapolis, Ind. Chas. E. Matthews.—Sharp & Dohme, Baltimore.—Vic. C. S. Martin.—Spurlock, Neal & Co., Nashville. H. D. Martin.—Mallinckrodt Chem. Wks., St. Louis.—A. A. J. More.—Hornick, Hess & More.—A. Theo. Meyer.—Meyer Bros. Drug Co., St. Louis.—An. Chas. E. Marble.—Liq. Car. Acid Co., Chicago. Geo. W. Matheson.—Emerson Drug Co., Baltimore. C. F. Michaels.—Langley & Michaels, San Francisco.—An. W. J. Mooney.—A. Kiefer & Co., Indianapolis.—A. W. J. Murray.—Murray Drug Co., Columbia, S. C. G. R. Merrell.—J. S. Merrell Drug Co., St. Louis. Wm. McIntyre.—Del-

Penn. Phar. Asso.—Vic. Dr. H. C. Mackey.—McAvoy Brew. Co., Chicago. A. B. Merriam.—Sec'y N. W. L. A.—An. W. J. Morley.—Morley Bros.—Palmer. S. T. Mather.—Pacific Coast Borax Co., Chicago. A. C. Murdoch.—J. N. Murdoch Co., Parkersburg, W. Va. D. C. Mahoney.—H. A. Stillwell, Chicago. D. B. McDonald.—Detroit White Lead Co. Dr. C. H. McLean.—"National Druggist," St. Louis.—A. Jas. McCord.—La Crosse, Wis.—An.

W. N. Nelden.—Nelden, Judson Drug Co.—An. C. H. Nelson.—Nelson, Baker & Co., Detroit. C. A. Nichols.—Coke Dandruff Cure Co., Chicago. D. R. Noyes.—Noyes Bros. & Cutler, St. Paul.—A.

F. M. Odena.—Parke, Davis & Co.—A. F. N. Oxley.—Seabury & Johnson, New York and Chicago. B. H. Owen.—Owen, Moore Drug Co.—Palmer. W. F. Obear.—Obear-Nestor Glass Co.—A. W. Howard Ogboom.—Cincinnati.—A. J. H. Odbert.—Hance Bros. & White, Philadelphia.

Dr. V. Mott Pierce.—W. D. Med. Co., Buffalo.—A. Dr. R. V. Pierce.—W. D. Med. Co., Buffalo.—Vic. M. C. Peter.—Peter Barr Drug Co., Louisville.—A. Romaine Pierson.—THE AMERICAN DRUGGIST. C. J. W. Parry.—Merck & Co., New York.—C. L. L. Pope.—Lawrence Williams Co., Cleveland.—A. H. B. Platt.—New York.—A. G. W. Pirsch.—Mellor & Rittenhouse Co., Philadelphia.—A. R. W. Phair.—R. W. Phair & Co., New York.—Vic. Stephen Parlin.—"Oil, Paint and Drug Reporter," New York. D. Van Ness Person, "Oil, Paint and Drug Review," Chicago.

J. P. Raymond.—Parke, Davis & Co., Detroit.—A. A. E. Remick.—Wm. R. Warner & Co., Philadelphia.—C. J. W. Rossiter.—Powers & Weightman, Philadelphia.—An. C. N. Ray.—Ray Chemical Co., Detroit.—An. W. B. Robeson.—Antoine Chris, New York.—A. Major N. V. Randolph.—Randolph Paper Box Co., Richmond, Va.—A. C. A. Rucker.—Swift's Specific Co.—A. A. Lee Robinson.—Robinson-Pettit Co., Louisville.—A. Thos. Reid.—J. Elwood Lee Co.—A. J. C. Robinson.—Patton Worsham Drug Co., Dallas, Tex. E. H. Ross.—Jno. Wyeth & Bro., Philadelphia. E. N. Rowell.—E. N. Rowell & Co.—A. Dr. H. Schweitzer.—Elberfeld Farbenfabriken Co.—An.

Julius Steele.—Atwood & Steele, Chicago. F. H. Stallman.—Stallman & Fulton, New York.—A. C. F. Shoemaker.—Shoemaker & Busch, Philadelphia.—A. Fred'k Schneider.—Troy, N. Y.—A. F. W. Schneider.—Troy, N. Y.—A. H. M. Sharp.—Dr. D. Jayne & Son.—An. C. W. Snow.—Syracuse, N. Y. A. A. Stillwell.—New York.—A. F. C. Schapper. Roessler & Hasslacher Chem. Co., Chicago. H. J. Schnell.—"Oil, Paint and Drug Reporter," New York.—A. G. W. St. Clair.—Johnson & Johnson, Chicago. H. L. Spencer.—Des Moines Drug Co.—Lex. H. Skillman.—Parke, Davis & Co.—A. W. A. Saller.—Jno. Wyeth & Bro., Philadelphia.—A. C. Johnson Smith.—Chicago.—A. Wm. Stridiron.—Berry Bros., Detroit.—An. G. F. Sichelstid.—W. J. Gilmore Co.—A. Harold Sorby.—Pasteur Vaccine Co., Chicago. C. W. Staudinger.—Anheuser-Busch Brew. Co.—Gr. Pac. E. J. Schall.—Meyer Bros. Drug Co., St. Louis.—Gr. Pac. Q. L. Spencer.—"N. Y. Journal" and "Chicago American," Chicago. Paul G. Schuh.—Cairo, Ill.—A. G. D. Searle.—Searle & Hereth, Chicago. H. R. Strong.—"National Druggist," St.

Louis.—Lex. W. Lane Simes.—W. F. Simes & Son, Philadelphia. S. E. Strong.—Strong, Cobb & Co., Cleveland.—A. H. A. Swanson.—Swanson Cure Co., Chicago.—R. Wm. Scott.—Daniel Stewart Co., Indianapolis. Clarence G. Stone.—Mellin's Food Co., Boston.—A.

J. E. Toms.—Faxon, Horton & Co., Kansas City.—A. E. D. Taylor.—Powers-Taylor Drug Co., Richmond.—A. J. D. Titworth.—Merck & Co., New York.—A. H. N. Timolat.—Oakland Chem. Co.—An. W. H. Torbert.—Dubuque, Ia.—A.

B. T. Van Alen.—Ladd & Coffin, Chicago. B. E. Veatch.—Vina Vineyard, Chicago.

A. E. Whiting.—Grasselli Chem. Co.—An. Frank E. Wahl.—Charles Pfizer & Co., Chicago. C. F. Weller.—Richardson Drug Co., Omaha.—A. Col. H. D. Whitcomb.—Richmond, Va.—A. Wm. Wyndham.—W. F. Simes & Son, Chicago. J. S. Wilkens.—Herf & Frerichs, St. Louis.—Lex. Lee Wiltsee.—W. S. Merrell Chem. Co., Cincinnati.—A. Wm. R. Warner, 3d.—Wm. R. Warner & Co.—An. C. H. Wright, Chicago.—A. L. D. Wells.—Thompson-Taylor Spice Co., Chicago. W. J. Walker.—Walker & Gibson, Albany.—A. Charles Ware.—Schoelkoff, Hartford & Hanna Co., New York. Oscar Wakefield.—Bloomington, Ill. W. F. Ware.—Philadelphia. W. M. Warren.—Parke, Davis & Co.—An. T. D. West.—Wm. R. Merrell Chem. Co.—A.

CHICAGO NEWS NOTES.

The Sublime Chemical Co., of Chicago, has been incorporated with a capital of \$50,000. The organizers are O. Reiman, L. G. Waters and W. Irwin, all of Chicago.

E. O. Carlson, who owned a store at Fifty-first street and Lake avenue, saw his store sold out recently at piecemeal for \$1,125. He was accused of keeping a blind pig and had had financial difficulties.

The Severs Pharmacal Co. has been incorporated to do business at McLeanboro with a capital stock of \$10,000. The incorporators are A. W. Severs, A. C. Barnett and A. O. Echols.

Some of the newspapers in Chicago have been making a vigorous campaign against what they claim are unclean soda fountains. The same papers appear oblivious of the fact that aniline colors are being freely used in coloring the lemonade which is sold by Italians and Greeks on the street corners.

Dr. A. E. Ebert and his wife left for Philadelphia October 2, where Dr. Ebert will attend a meeting of the board of trustees of the United States Pharmacopoeia Convention, which takes place at the Hotel Walton October 6. Dr. Wood, president of the convention, and Dr. Rice, chairman of the Committee on Revision, are ex-officio members of the board. The meeting is one of great importance.

Norman Townsend, who fills the important position of city price for Fuller & Fuller, Chicago, was tied up for two weeks as a member of the Smith jury. Mr. Smith was charged with failing to cancel warehouse receipts. The jury was out for some time, the final vote standing eleven for conviction and one for acquittal. Mr. Townsend was an old schoolmate of one of the prosecuting attorneys, and when the jury stayed out over twenty-four hours it became rumored that Mr. Townsend was the only one standing out for conviction. The falsity of this was shown by the vote.

Druggists in West North Avenue near Milwaukee Avenue have agreed as to hours during which they will keep their stores open, the object being to get a few hours each week for recreation. An understanding was reached to-day according to which the druggists are to close at 10 o'clock every night except Saturday. On Sundays they will close half an hour earlier. The pharmacists believe they will be direct gainers through the move, as many have kept their places open lately at a loss.

MISSOURI.

Physicians May Register.

BOARD OF PHARMACY ACCEPTS ATTORNEY'S DECISION.

Will Seek Legislation to Remedy the Fault.

Silver Jubilee of the College.

St. Louis, October 4.—All persons holding diplomas from recognized medical colleges or colleges of pharmacy may now register as pharmacists in the State of Missouri. It will be remembered that a few weeks ago the Attorney-General, at the request of the Board of Pharmacy, rendered an opinion which was to the effect that the amendment to the law, passed some four years ago, was practically null and void, and that the board must recognize diplomas. The druggists were not satisfied with this decision, and so the Committee on Legislation of the Missouri Pharmaceutical Association, J. M. Love, of Kansas City, chairman, employed a competent lawyer to look into the matter and give his opinion. This they have just received and it coincides with that of the Attorney-General. The Board of Pharmacy has been notified and there is nothing for them to do but to go back to the old custom of registering the doctors on their diplomas.

To Seek Legislation.

Just what will be done in the way of legislation this winter is hard at present to say. The workers for the good of the profession are not going to be idle. It is the opinion of some of them that it would be a good plan to get the entire law repealed and leave the State without any pharmacy law for a couple of years. They claim that the reason we have been unsuccessful in securing desirable pharmacy laws in this State is that the majority of the druggists will not come to the front and help secure same. They think that two years without any law at all would wake them all up and every druggist in the State would be glad to help secure a desirable pharmacy law. They claim that if the druggists would all help there would be little difficulty in getting their bills through the Legislature. The General Assembly convenes every two years, and the next session will be held this winter, when there will be little difficulty in getting the pharmacy law repealed if the workers desire and decide to do so.

Silver Jubilee of the St. Louis College of Pharmacy.

This important landmark in the history of the organization was celebrated on Friday, September 21, with a banquet at Liederkrantz Hall. There were about seventy-five members present, besides a number of distinguished guests. Many of the older members who seldom turn out were present. The menu was all that could be desired, the music was the best to be obtained, good fellowship prevailed, and every one went home contented and happy. An elegant souvenir in the form of a booklet containing the menu, toasts and space for autographs, was presented to each one. These were systematically passed around, where each one recorded his au-

tograph. The following is a list of the toasts:

Remarks by the president, R. S. Vitt, class of '83.

The Class of 1900, C. W. Cramer, class of 1900.

St. Louis College of Pharmacy, Henry T. Rohling, president.

Our Alma Mater, and We, Her Children, Wm. C. Bolm, class of '75.

The Wholesaler, C. F. G. Meyer.

The Faculty of the College, Past and Present, Prof. O. A. Wall, class of '68.

The speakers all showed that they had carefully studied their subjects and came well prepared. Their speeches were short and to the point and very interesting.

Chas. A. Lips acted as toastmaster, and it is a well-known fact that there are few who can equal him in this capacity.

After the regular toasts there were a number called upon for extemporaneous remarks.

Chas. Gletner, first secretary of the association and better known as the "Father of the Association," gave some interesting reminiscences of his long association with the organization. He spoke of the difficulties they met with in organizing the association. At that time many of the leading proprietors and even members of the college were very much opposed to the movement. Mr. Gletner is the only member of the association who has continually held office since its organization. For many years he has vainly attempted to retire, but the members fully realize that their finances are well cared for when in the hands of Treasurer Gletner.

Prof. Francis Hemm, who, up to a few years ago, was the prime mover in all the scientific features of the organization, spoke of their early career in that line and dwelled especially upon their first scientific meeting and briefly reviewed an essay on "Conium Maculatum" which he read at that meeting. About that time several patients in the City Insane Asylum had been poisoned to death with preparations of this drug, which led the professor to write this essay showing that the accident was due to carelessness and ignorance in manufacturing the preparations.

Prof. Gustavus Hinrichs, the venerable professor of chemistry, said he did not believe in people growing old. He always takes an interest in the young people and enjoys being with them on social occasions.

Prof. J. M. Good, Dean of the college, complimented the officers and members on the success of the occasion, but as it was getting late he made his remarks very brief.

Dr. H. M. Whelpley and E. P. Van Harlingen spoke for the press.

ST. LOUIS NEWS.

John H. Hickeihelm has been placed in charge of the drug store at Broadway and Lafayette avenue, owned by Mike Aurendes.

T. P. Knapp has been appointed chief clerk at C. L. Weiss' Pharmacy, 4398 Laclede avenue.

C. C. May, druggist at Thirty-third and Locust streets, has returned from Europe, where he has been spending the summer.

C. W. Wall, treasurer of the Meyer Bros. Drug Co., is at his desk once more after a two months' vacation spent at the seashore.

Dr. Otto Hartwig, the well-known druggist at Tenth and Market streets, has just returned from a three weeks' trip up among the northern lakes.

Theo. F. Fienup, druggist at Broadway and Marion street, and Miss Clara L. Niemeyer, of East St. Louis, will be married on Oct. 16.

The following well-known drug clerks are attending medical college this winter: C. O. Corner, Geo. F. Bader, Harry Greensfelder, E. C. Pierce and H. G. Piepert.

J. E. Hilby, druggist at Vandeventer and Washington avenues, has filed a petition of voluntary bankruptcy. His assets amount to over \$10,000, and his liabilities over \$17,000.

D. P. Daugherty, the well-known buyer for the Moffit-West Drug Co., has landed back home after a two weeks' absence. He attended the N. W. D. A. meeting in Chicago and then took a little run down to New York to see some of his old friends.

G. Carlander, who had for several years been connected with the outfitting department of the Meyer Bros. Drug Co., has resigned his position and will leave in a few days for Texas, where he expects to engage in the retail drug business.

The Druggists' Cocked Hat League opened the season on Thursday evening, September 20, with the following results: Moffit-Wests, 3; Ely-Lillys, 2; Mound Citys, 3; Meyer Bros., 2; J. S. Merrells, 4; Searle & Herreths, 1. At the second meeting, September 27, the following results were recorded: J. S. Merrells, 4; Ely-Lillys, 1; Meyer Bros., 3; Moffit-Wests, 2; Searle & Herreths, 3; Mound Citys, 2.

MISSOURI ITEMS.

E. B. McConne, of Moberly, has just moved his store into an elegant new building.

Messrs. Davis & Scholl are opening a new drug store at Harrisonville.

Wm. Farris has purchased the T. J. Fletcher Pharmacy, at Sedalia.

Dr. A. L. Lemon is opening a new drug store at Lincoln.

The Pareo Pharmacy, at Ninth street and the Pareo, Kansas City, was robbed recently.

The Kansas City College of Pharmacy and Natural Sciences opened on September 24. Lectures began on September 25, and the attendance was gratifyingly large.

Miss Fredericka Dewyl, the popular druggist of Jefferson City, has just arrived home from Europe, where she has been spending the summer. She has some very amusing things to tell about the brethren on the other side of the pond. In company with several physicians she called on a number of pharmacists and asked for calomel tablet triturates, and not in a single instance did they know what she wanted.

Be Your Own Printer.

It is a remarkable offer made by C. L. Safford, of 173-181 Madison street, Chicago, in this issue of the AMERICAN DRUGGIST, and one which pharmacists would be sensible in taking advantage of. A complete rubber stamp outfit is offered for the sum of \$1. It consists of a self-inking pad, a bottle of ink, a patent ruler, and 42 rubber stamps, which includes the alphabet, figures, index hand and several neat ornaments. Anything handler for labeling letter files or drawers, making signs, price tickets, notices, &c., cannot be imagined outside of a complete printing establishment. Send for a catalogue and mention this paper.

The drug stock of Frank A. Hodges, of Davenport, Iowa, who failed recently, was advertised to be sold at auction on October 9.

The Barnes Botanic Drug Company, a corporation which has been conducting a patent medicine business in Tullahoma, Tenn., the past year, has been placed in the hands of a receiver. The liabilities of the company are \$8,000, and the assets will amount to about the same sum.

Albert N. Conner, a druggist of Washington, D. C., was recently fined \$100 for violating the pharmacy law. The specific complaint against the accused was that he had in his employ two unregistered drug clerks, who had erred in compounding a prescription, one dose of which caused the death of a young woman. Conner claimed that he had always been in the habit of employing a competent registered clerk whenever he was absent himself from the drug store. The only exception to this rule was on the Sunday when the fatal dose of medicine was sold.

Drummerdom.

Contributions for this column are invited. For available articles dealing with the news of traveling salesmen payment will be made.

Our Portrait Gallery.



CHAS. H. VAN BUREN, PH.G.,
Albany, N. Y.

Charles H. Van Buren graduated from the Albany College of Pharmacy in 1889. Previous to graduating he was employed for six years with the firm of A. McCline & Co., of Albany, the predecessors of the firm of Walker & Gibson. Later he became connected with the retail trade in New York City as prescription clerk for about four years. He then went on the road, representing Max Zeller in the State of Connecticut and New York City for four years. He went with Lehn & Fink in February, 1898, and has continued to represent them in a portion of the State of Connecticut and in New York City and Brooklyn up to the present time. Mr. Van Buren stands high in the Masonic order and is a member of numerous clubs and pharmaceutical associations. He is bright and cheerful.

Caught on the Fly.

H. C. Flick, of Lehn & Fink's Western staff, has returned from a trip to Europe. Mr. Flick was absent about three months, and spent considerable time at the Paris Exposition. From this city he went to Chicago, which is his headquarters. Bruce C. Halliwell, who is Lehn & Fink's Washington, D. C., and West Virginia representative, was also a recent visitor to the city. W. N. J. Gervais, formerly representing the Elk Drug Co., Binghamton, N. Y., has recently joined Lehn & Fink's forces. He will operate in the southwestern section of New York State.

Dr. G. W. Lacey, of Parke, Davis & Co.'s force of New York State salesmen, has returned from a trip to Montana.

Congratulations are in order. Nathaniel Nicolai, of Parke, Davis & Co.'s traveling forces, was married on last Monday evening, October 1, to Miss Patience H. Robinson, of Baltimore, Md.

Merry O. Martin, representative in Northern and Western New York for Parke, Davis & Co., was a visitor to the city for a few days recently.

BUFFALO

The "road" is full of traveling drug salesmen who are a credit to their calling. One that wins the special good opinions of the Buffalo trade is N. J. Lang, who has just made the local round in the interest of his syndicate of houses, the New York Pharmacal Association, the Arlington Chemical Company and the Palisade Manufacturing Company of Yonkers.

E. O. Norte, one of the drug salesmen who seldom comes to Buffalo, has lately made up for past omissions by spending about three weeks in the city. He represents the pharmaceutical chemistry house of Eli Lilly & Co.

The New York office of Parke, Davis & Co. sends to this territory C. L. Gleason, who has just completed his regular round, selling goods in the crude drug department.

Vanilla beans are in stock once more, since the welcome visit of J. M. Baird, who gets this way occasionally, selling this specialty for the Philadelphia house of Charles E. Hire Company.

Henry E. Hospital, whom the drug trade of Buffalo has not seen before in a long time, was with us a few days ago, selling, as usual, the specialties of F. Paturel & Co. He's "all right," though, we hear.

George E. Zimmerman has lately called on his many friends in the drug trade here, selling the supplies of the Rochester house of Taylor Bros. Company.

An occasional visitor in Buffalo drug circles is Harry P. Dawson, who most acceptably pushes forward the goods of R. W. Phair & Co., New York, specialists in drugs, chemicals, etc.

Druggists' sundries took a sten in advance lately on account of the visit to the city trade of C. A. Rosengren, for some time the acceptable representative of the Ideal Rubber Company, of New York.

Cereal milk, sent out from Burlington, Vt., by Wells, Richardson & Co., of Paine's Celery Compound fame, has reached Buffalo, and with it as demonstrator Miss Belle Graham, who has made the round of numerous Eastern towns and is now stopping a week or so in each of several of Buffalo's most prominent retail drug stores. She will go to Cleveland next. The preparation is agreeable to the taste, at least, and the "professional" is singularly free from the "professional" shabby tone and manner that so jars on the ear and wears the eye of the tired public. If the new food has any go in it she will certainly put it in the way of a good start.

ROCHESTER

Charles A. Luccock, who made us a pleasant visit last month, is demonstrating to the public the superiority of Allan-Pfeiffer Chemical Company's pharmaceutical products. In Mr. Luccock this St. Louis company have a thorough and energetic salesman.

J. C. Boyle, of New York, is representing the Phosphate Albumine Co. His territory includes Western New York, and on his recent tour through this section he gave Rochester the benefit of several days of his time.

Eugene Spencer is "doing time" for Francis H. Leggett & Co., of New York, importing and jobbing grocers. His recent visit to Rochester was a pleasant and profitable one.

Thurston & Braldisch, of New York, have Mr. Smith representing them here. He is showing a fine line of specialties.

We hear that our friend, George B. McLeod, of Buffalo, who is general agent for the Empire State Drug Co., met with an accident in which one of his hands was injured while in Lockport recently. A trolley car crashed into the Stevens Hotel omnibus, in which Mr. McLeod was riding, and tossed it about like a chip on the bosom of the deep in a storm. Mr. McLeod was thrown across

the omnibus, but escaped with no other injury than that to his hand.

Albert L. Hunt, the genial salesman of Osgood, Dray & Co., of Boston, has been doing Rochester in the interest of that company. He is armed with several new ideas for the season's trade and captured our orders with great ease.

M. C. Robbins, who is with the J. Ellwood Lee Company, of Conshohocken, Pa., spent the last days of September with the Rochester druggists, interesting them in the fine line of samples of medicinal and surgical plasters and hospital supplies which he carries for that firm.

E. Chase Bryant is fast making the perfumes and toilet soaps, etc., of Andrew Jergens & Co., of Cincinnati, popular in this State. He carries with him a most artistic and salable line, and has a way of convincing druggists that he has just what they are most in need of.

Billings, Clapp & Co., of Boston, send out to us Mr. Wright, who makes this town his headquarters for the first days of October.

We are delighted to see among the faces of the October contingent of incoming drummers the familiar countenance of our friend, A. J. Mansell, who brings to our attention again the goods of Peck & Velsor of New York City.

CINCINNATI.

George S. Leiner, a clever hustler from Boston, was here last week in the interest of M. Leiner, the New York brush manufacturer.

A recent visitor to the Queen City was B. Osann, who tours the country in the interest of the Morgan Envelope Company, of Chicago, Ill.

G. W. Corning, the well-known hustler for Parker, Stearns & Sutton, of New York, was here this week calling on local jobbers and wholesalers.

B. B. Washburne, one of the brightest hustlers on the road, was in Cincinnati during the past week in the interest of W. A. Bingham & Co., of New York.

E. J. George, who visits Ohio at regular intervals for the Davol Rubber Company, of Providence, R. I., was a recent caller on his Cincinnati trade. He displayed a number of holiday novelties.

George M. Smythe, one of the best known traveling salesmen in the country, called on local trade this week in the interest of John M. Maris & Co., the manufacturers of druggists' glassware.

Local druggists received a call the other day from F. B. Wright, the clever representative in Ohio and Western territory for the American Hard Rubber Company, of New York. He reports good business.

PHILADELPHIA. C. J. A. Fitzsimmons, representing Parke, Davis & Co., has been visiting the trade in this city.

The Cresol Chemical Company has its Mr. A. E. Peck looking after its interest here.

Gilbert I. Hart, secretary and treasurer of the Morgan Silver Plate Company, of Winsted, Conn., has secured a number of orders from the druggists in this city.

Fred. A. Fenno, representing Wallace & Co., was here recently.

BOSTON.

Henry Spavin, who does such efficient work for James W. Tufts, has not been in the best of health recently, and has been compelled to remain away from business several days. On the advice of his physician he is soon to go to the mountains for a long rest.

G. A. Newman, who attends to New England business of the California Fig Syrup Co., was at Beach Bluff during the vacation season.

Mr. Davies, formerly with Henry Thayer & Co., is now representing the firm of Davies, Rose & Co., manufacturing chemists of this city.

Mr. Angelo, the able representative of the Martin & Brown Co., New York, has been in town booming the Dehamme-Delettre tooth brush.

Claude Wyse, traveling in the interests of the Osborne Co., New York, has been showing a fine line of attractive art calendars.

E. H. Ross has been on his rounds, and the goods of the Crown Perfumery Co. have had the best showing of the season.

The familiar form of F. M. Decker in this vicinity means that J. Wyeth & Bros., of

Philadelphia, are "right on deck," and the right man is at the helm.

J. W. Buckley recently gave the trade of this section a call. He is doing good work for Cahn, Belt & Co., of Baltimore.

C. B. Cross has made friends in this district, and Leibig's Malt Extract Co., of New York, has a good representative in this agreeable knight.

Last, but by no means least in the affections of the trade, mention is made of our genial friend, and able representative of E. Fougere & Co., New York. Rudolph Wirth has been in again, and trade is booming.

CHICAGO Frank M. Bell, who manages the traveling force and the Beef Extract Department for the house of Armour & Co., is taking a much needed rest at his birthplace in the mountains of North Carolina. Mr. Bell does not look nor talk like a man born south of the Mason and Dixon line, he is too ambitious and energetic. He began at the bottom of the ladder for Armour & Co., and each year advances him a rung in the ladder.

Jos. A. Miller, the Wisconsin representative of Robert Stevenson & Co., Chicago, has just paid his house a visit and reports trade in a gratifying condition.

W. B. Kauffman, of Parke, Davis & Co., who used to do the road, but is now manager of the Importing Department, greeted his old friends here during the N. W. D. convention. Mr. Kauffman's mantle fell on Mr. Chas. L. Gleeson.

ST. LOUIS. The following representatives of the local wholesale houses are now at headquarters, looking to the welfare and pleasure of their many customers who are in the city this week:

Moffit-West Drug Co.: Peter Clark, C. H. Jenner, Oscar H. Ott, E. T. Brown, W. B. Howck and G. H. Lane.

J. S. Merrell Drug Co.: A. L. Swinney, F. R. Scharlach, M. J. Campbell and Geo. Connelley.

Meyer Bros. Drug Co.: H. P. Hawkins, T. P. Shadburn, H. C. Tyler, Geo. Deshler, Clay Johnson, Wm. Sim, C. P. Garwood, A. J. Danta, A. L. Rohbock, A. T. Kennedy, O. Haliburton, W. F. Cram and Harry Bray.

Geo. W. Wort, representing the Pepsin Syrup Co., of Monticello, Ill., is in the city looking after the interest of that company.

Rumor has it that Dave Curtin, who lives in St. Joseph and travels in Northwestern Missouri and Southwestern Iowa for the Meyer Bros. Drug Co., is about to be married soon to one of St. Jo's most charming young ladies.

Fred Delkeskamp, who has been city sundry salesman for the Meyer Bros. Drug Co. for some time past, has gone to Indiana to look after trade for the same firm.

W. F. Cram, the popular Iowa salesman for the Meyer Bros. Drug Co., has just turned in five stock orders secured in one week, and as a consequence is wearing a new hat, but he insists that it is the same size he has always worn.

E. C. Gerrard, Texas salesman for the Meyer Bros. Drug Co., is thanking his lucky stars for having missed the train to Galveston on the day of the terrible disaster.

It is reported on good authority that C. J. Nizer, representing the Meyer Bros. Drug Co. in Kentucky, left his heart in old Virginia while there on his vacation last summer, and that there will be a large crop of orange blossoms down there along about December 1.

Montreal's Business Men's League is happy over the fact that the next annual convention of the National Wholesale Druggists' Association and the Proprietary Association of America will be held in that city. The Canadian Manufacturers' Association and the Proprietary Medicine Association of Canada will also hold their conventions there next year.

W. S. Torrance, druggist, of Derby, Conn., has made an assignment in favor of the Home Trust Co., and an inventory is being made of the stock preparatory to selling the store. It is said Mr. Torrance's liabilities will reach \$11,500, and that the stock and fixtures will inventory \$2,500.

A. Timberlake, of the Executive Committee of the National Association of Retail Druggists, is reported to be working hard to get the other members to agree with him on his city, Indianapolis, for the annual meeting next year.

The Drug and Chemical Market.

Review of the Wholesale Drug Trade.

It should be understood that the prices quoted in this report are strictly those current in the wholesale market, and that higher prices are paid for retail lots. The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

New York, October 6, 1900.

THE market for the period under review has been almost wholly devoid of features of special interest. Such changes as have been made have been slight, but, as might be expected at this season of the year, have been toward a higher range of prices. Almost the entire line of essential oils has developed a decidedly firm feeling, either from the increase in the consumptive demand or from causes connected with the matter of supply. In our domestic oils the firmness of holders has almost resulted in a cessation of business. Opium has continued weak and a slight decline is reported during the past fortnight. The supplies in hand at Smyrna seem fully adequate to all demands, though just as we close there are some indications of a firmer feeling on the part of native holders. Quinine, on the other hand, has maintained the very firm position which it held at our last writing, and there is some warrant for the assertion which is freely made by holders that it will advance still further before any decline occurs. The bulk of business done during the past fortnight has been quite satisfactory, though it has been mostly of a jobbing character and the individual transactions have not been large. Details of the price changes which have occurred are given below:

ADVANCED.	DECLINED.
Menthol.	Opium.
Alcohol.	
Cocaine, muriate.	
Coca leaves.	
Chamomile flowers.	
Prussiate of potash.	
yellow.	
Lemongrass oil.	
Sassafras oil.	
Asafetida.	

DRUGS.

Alcohol has been in active demand for manufacturing purposes and has advanced 2c in sympathy with the strong position of corn. We quote \$2.45 to \$2.47 for grain. Wood has been in fairly active demand, but has shown no tendency toward higher prices, being quoted firm on a basis of 75c for 95 per cent.

Arnica flowers are in a fairly satisfactory demand and advices from Central Europe are such as to make holders here indifferent sellers at the ruling quo-

tations of 9½c to 10½c for prime grades. As usual, the market is surfeited with low grade flowers which can be had at almost any price.

Balsams have received but little attention in a speculative way during the interval under review. Copaiba, Central American, continues to sell in a jobbing way at 34c to 37c, and Para at 40c to 42c. Peru is held and selling at \$1.35, though it is reported that in some quarters a little better than this can be done. Fir, Canada, is quiet but firm at \$2.50 to \$2.55, while Oregon is dull at 90c to 90c.

Cacao butter is firm and a very satisfactory consuming demand is in evidence. We quote 43c. to 44c. for bulk and 48c. to 51c for cakes in 12-pound boxes.

Castor oil is selling in a very satisfactory way at 12½c to 13½c for No. 1 in bbls. and 13c to 14c for cases.

Chamomile flowers, Roman, are somewhat firmer, quotations from Central Europe being indicative of a rather unsatisfactory condition at the source of supply. In view of this fact prices have been advanced to 18c for old and 20c to 22c for new.

Coca leaves have advanced under strong advices from sources of supply, and in view of the depleted condition of the local stocks and the character of the advices from South America, there is little prospect of any improvement in the market conditions for some time to come. We quote Truxillo at 30c and Huanuco at 40c.

Cocaine, muriate, has again advanced and is now quoted uniformly at \$6.25 for bulk, \$6.30 to \$6.50 for packages. The supply of crude material is very scanty and there seems but little prospect of any relief in the near future.

Cod liver oil.—Holders confidently assert that the question of advance in price is merely a question of time and that the statistical position of the drug warrants them in taking this view of the case. The usual inquiries for the oil which are incident to this season have set in in fairly satisfactory proportions and a very good business is doing in a jobbing way.

Cuttlefish bone is in rather light supply abroad and is held very firmly on the spot at our previous quotations of 26c for prime Trieste and 35c for Jeweler's large.

Ergot is quiet and foreign markets are not so firm as at our last writing. We quote for German 42c to 44c and Spanish 65c to 75c, though the latter quotation is practically a nominal one,

no business of any consequence having been reported.

Glycerin is in active demand and very firmly held at 15c to 15½c for C. P. in bulk and 16c to 19c in cans.

Menthol is in active demand and stocks have been concentrated, with the result that quotations have been advanced to \$3.05 to \$3.15 and holders are very firm at these figures.

Oplum.—The local market continues dull and under the influence of unfavorable advices from Smyrna jobbing prices have declined 2½c, spot quotations being \$3.17½ to \$3.20 for single cases, \$3.20 to \$3.25 for broken lots and \$4.05 to \$4.20 for powdered, the latter having shared in the decline.

Quinine continues very firm at the quotations mentioned in our last issue of 37c for bulk. P. & W. advanced their price 1c per ounce subsequent to the last bark sale, at which a marked advance occurred in the prices paid for barks. Notwithstanding the firm feeling of manufacturers and their prognostications of another advance, second hands can still have some supplies, which can be obtained at 36 to 36½c in bulk. Advices from both London and Amsterdam are to the effect that the supplies of the bark in sight are so small in proportion to the rapidly increasing consumption of the alkaloid as to warrant dealers in expecting a further enhancement in values.

Spermaceiti is quiet but fairly firm at 30c to 31c for block and 31c to 32c for cakes.

Sugar of milk is very firmly maintained at 10c to 13c for powdered, though no contracts are made at this particular season and the business going forward is principally upon delivery of old contracts.

DYESTUFFS.

The market in dyestuffs is devoid of features of special interest, the changes which occurred during the interval having been very slight indeed, while the business transacted has been confined to routine channels.

CHEMICALS.

Acetate of soda has recently been offered in competition from abroad, and in consequence the price has been reduced to 4½c.

Alum is active in a jobbing way at \$1.75 to \$1.85 for lump and \$1.85 to \$1.95 for ground.

Arsenic is very firm, the consumptive demand having considerably increased during the past fortnight, though supplies are drawn principally on contract. We quote 4½c to 5c for white and 7½c to 7¾c for red Saxony.

Boracic acid is firm at 10½c to 11½c for crystals, and ½c above these figures for powdered, with a very satisfactory routine business in progress.

Brimstone, crude seconds, is quoted at \$26.00 on the spot, the available supply being quite limited and the demand seasonably good. Quotations to arrive are \$22.50 to \$23.00, while shipments are quoted at \$21.25 to \$21.50.

Chlorate of potash is quite active and firm at 8½c to 9c.

Chlorate of soda is somewhat firmer and quotations have been marked up slightly, the general range being now given at 9¼c to 9½c.

Nitrate of soda is rather unsettled at the moment and prices are weak at \$1.75 to \$1.77½.

Prussiate of potash, yellow, has declined to 17c and the market is uneasy and dull.

ESSENTIAL OILS.

Lemon is in improved demand and is decidedly firm, as are all the Messina essences.

Lemongrass is higher in sympathy with the conditions in the primary markets. It is reported that the Indian famine is to a certain extent responsible for the paucity of supplies. On the spot supplies are limited and quotations are nominally \$1.45 to \$1.50, though no business is reported, owing to scarcity of stock.

Oil of peppermint is dull, the holders of new crop still being rather above what is considered to be a fair market valuation by buyers. Some lots, however, have been exported at 90c to \$1.00. A very firm feeling is manifested throughout the State and 95c may be quoted as the inside figure of State oil in bulk of a good quality. Western tins may be had at 87½c to 90c.

Saffrol has been marked up in sympathy with the advance in price of saffras, the manufacturers feeling that they are in a position to follow the natural oil without losing any material share of the trade.

Sassafras is decidedly firm, stocks on the spot are much depleted and 42½c to 45c is demanded for such supplies as are available. The artificial oil has shared in the advance and is quoted at 35c to 37½c, as to holder.

GUMS.

The mucilaginous gums are all in active demand in a jobbing way, but there has been a lack of speculative interest, and, consequently, no change in price quotations are to be reported.

Aloes is in fair demand and selling steadily at 3¼c to 3½c for Curacao.

Asafetida has advanced under the active demand from consumers, the spot stock being light. We quote 18c to 23c per lb. for fair to prime lump.

Camphor is very firm indeed, the condition of supplies of the crude being such as to entirely obviate the possibility of any material reduction in price. We quote 60½c for domestic in bbls. and 61c in cases.

ROOTS.

Ginseng is quiet at \$3.75 to \$4.00 for Northern.

Golden Seal is very firm at 58c to 60c, though no round lots have changed hands recently.

Ipecac is steady at \$3.00 to \$3.10, a fair amount of jobbing business being reported.

Jalap rules firm at 12½c to 14c.

Senega is firmly held at 38c to 40c, there being no indications of any weakness on the part of Western holders. The amount of business transacted is not very large, however, buyers seem-

ing unwilling to meet the views of Western holders.

SEEDS.

Anise maintains firmly the advance quoted in our last, 8½c to 9c being the ruling price for Italian sifted.

Celery is firm at 7½c, but no marked interest is manifested in the drug.

Mustard is firm, the advices from the Coast being to the effect that the spot stock is very limited. We quote California yellow at 5½c to 6½c; ditto, brown, 4½c to 4¾c.

Sale of Quinine in Burma.

According to the "Chemist and Druggist" the Sanitary Commissioner of Burma says the scheme for the sale of quinine by post offices in the interior of the province does not appear to have achieved much success. The Burman villager is said not to appreciate quinine, and though some are willing to use the drug if given to them, yet few wish to buy it and prefer their own remedies.

In some instances deputy commissioners report that the use of the drug is unpopular, and recommend that the scheme should be given up altogether. The sale of quinine powders by post office subordinates increased from 547 packets in 1896 to 1,527 issued in 1899, but the number issued to other offices decreased from 1,553 issued in 1897 to 998 issued in 1899. In Burma, where post offices are so few, the dissemination of quinine among the outlying villages is dependent mainly on the district officers, who take little interest in the matter.

Burnham's Bouillon.

It was conclusively proven in the Spanish-American War that the Clam Bouillon of the E. S. Burnham Company was an invaluable preparation, both as a food and a tonic. When arrangements for supplies for hospital use were being made by the Red Cross Society, and careful investigation was made by the society into the respective merits of every product, the E. S. Burnham Company were among the favored number and received a small order for their Clam Bouillon. Within a short time they received duplicate orders, and later much larger ones, as it was found that Clam Bouillon was the right preparation for the sick soldiers, especially those suffering from fevers. With these results before them the United States Government in August last ordered 20,000 bottles shipped to the Philippines and also ordered a supply for all the Army Hospitals in this country. With the public Burnham's Clam Bouillon has been a popular article for several seasons, and to those druggists who serve hot drinks in the fall and winter seasons the placing of this article on their list will aid in retaining trade. When the Hospital ship "Maine" was being fitted out with her stores in England, the E. S. Burnham Company donated five cases of their Clam Bouillon, and their generosity was appreciated, as it resulted in their receiving a cable order from the chief of the British Hospital staff for an immediate shipment of fifty cases for use of the sick soldiers in the Transvaal. All jobbers carry Clam Bouillon in stock in half pints, pints and quarts.

Hints To Buyers.

Are you short of corks? The Pad-dock Cork Co.'s Gold Label Brand of prescription corks are for sale by all leading jobbers and are recognized as staple articles.

Discriminating and advanced pharmacists are realizing daily that modern science is furnishing many an improvement on old-time standards. They are learning that the Columbian spirits of the Manhattan Spirit Co., Buffalo, N. Y., is the equal of alcohol for all purposes except internal use, and acting accordingly. Mention the *Druggist* in seeking information.

In writing for a pad of useful and attractive "Apenta" circulars, which are also suitable for use as wrapping paper, druggists should not forget that "Apenta" is held to be the best natural aperient water. The sole agents are the United Agency Co., No. 503 Fifth Avenue, New York, who represent the Apollinaris Co., of London. Mention this paper.

A neatly printed and illustrated brochure, entitled "An International Resumé upon the Use of Diphtheria Antitoxin," has just been issued by the H. K. Mulford Co., of Philadelphia and Chicago. It is not only extremely interesting, but it is instructive as well to druggist and physician alike. It gives prices and full information, and pharmacists should not neglect obtaining copies.

There is nothing in the way of licorice specialties that Young & Smylie, of Brooklyn, do not have in stock, and as they spare no expense to put them up in attractive packages, and as they have a world-wide reputation for purity, flavor and general excellence, it is little wonder that they have a big sale. If Y. & S. licorice is not already on your counters, write for an illustrated catalogue, mentioning the *Druggist*.

Druggists are sure to have a call for the Bayer pharmaceutical products, for samples and literature of Tannopine, the intestinal astringent and disinfectant. Lacto-Gomatose, the best food in gastro-intestinal affections, and Tannigen, the intestinal astringent, have been sent to physicians all over the country. If you want literature send to Farbenfabriken, of Elberfeld Co., 40 Stone Street, New York, mentioning the *Druggist*.

A line of goods which can be profitably carried by the druggist is artists' materials. In this connection we take pleasure in inviting the attention of our readers to the advertisement of F. Weber & Co., of 1125 Chestnut Street, Philadelphia. This house is and has been for years headquarters for these goods and can be relied upon to make a suitable assortment for dealers who are not conversant with the line.

No pharmacist of experience ignores the value of a pure base. It is largely for this reason that jobbers continually receive orders for glycerin, in which Gordon's chemically pure glycerin is specified. This is the oldest brand of glycerin in the world, but, more than that, its quality is unsurpassed and it is always uniform. When writing to

the W. J. M. Gordon Chemical Co., Cincinnati, Ohio, on the subject, say you saw the advertisement in this journal.

A living profit is what druggists want, and that is what they are offered by the Abbey Effervescent Salt Co., Nos. 9 to 15 Murray Street, New York City. Consequently it is to their advantage to handle a preparation that admits of revenue and is at the same time a good seller. Your wholesaler will fill all your orders and the company promises to continue its aggressive advertising campaign. When sending in your order incidentally mention this paper.

As far as beauty of shape and graceful lines go the lines of prescription and other bottles offered by the Davis Mfg. Co., Pittsburg, Pa., cannot fail to appeal to the up-to-date druggist. They are an ornament to any counter or shelf. A special drive is now being made in prices, and in writing for a catalogue it would be well to mention whether you want it for a prescription or druggist outfit. Also say where you saw the advertisement.

In richness, grandeur and effect the onyx used in the "Special Mansfield" design of soda water fountain manufactured by the American Soda Fountain Co., successors to the Hartt Manufacturing Co., of Chicago, has probably never been surpassed, while in mechanical construction they undoubtedly represent the standard. Druggists who want handsome fountains at low figures should write, mentioning where they saw the advertisement.

In competition with all the world Coke Dandruff Cure, manufactured by the A. R. Bremer Co., Chicago, has been awarded the medal and special prize at the Paris Exposition. As a preparation for hair and scalp and also as a toilet article, it has carried off full honors, all the more noticeable as heretofore France has been recognized as the great manufacturing center for such articles. In renewing your supply say where you saw this.

Two of the handsomest and most attractive books ever published to advertise Diamond dies are now at the order of the public, to be distributed through the drug trade. They are the "American Bird Book" and "The Home Beautified." The covers are artistically lithographed and the books are lavishly illustrated. In sending to your wholesale house, which will notify Wells, Richardson & Co., of Burlington, Vt., it would be well to give the name of this paper.

The reason why the Matthews soda fountains have been big money makers the first season is not a mystery to the owners of the stores where they have been a feature. It is because the public appreciates a perfectly fine drink, the purity of which can be depended upon. There are special terms being offered now to Fall buyers, and in writing for an illustrated catalogue or one of hot soda apparatus to the American Soda Fountain Co., successor to John Matthews, 449-451 First Avenue, don't forget to say where you saw this notice.

Although the course of lectures began on October 1, there is still time for ambitious students to enroll in the Albany College of Pharmacy. The graded course of instruction extends over two years and is divided into junior and senior classes, while prizes are awarded

at the close of the term to students exhibiting the greatest proficiency. In writing for annual catalogue and further information to De Baun Van Aker, Ph.G., secretary, 222 Hamilton Street, Albany, N. Y., mention the *AMERICAN DRUGGIST*.

Retail druggists should take advantage of the special offer made by P. B. Keys, of 111 South Center Avenue, Chicago, in connection with Espey's Fragrant Cream. With every gross of the 25 cent. size is given 1,000 Espey's Junior Cigars. The total value at retail of this is \$86, and yet it is offered to the trade at the extremely low price of \$40, which means a profit of \$46, or 115 per cent. The object is not to push the cigars, but to further the sale of Espey's Fragrant Cream. In other words, it is a form of advertising that benefits druggists instead of printers. Mention the *Druggist* when writing.

We are rapidly approaching the season when hot soda water is by far the most attractive of all beverages. Experts believe that the volume of business will, one of these days, exceed that of cold soda water. But, however that may be, there is a good profit in hot beverages if you have the proper apparatus. Druggists who are successful in this line will generally be found using the Tufts hot soda apparatus. Those who have not been so fortunate in the past should write to the American Soda Fountain Co., successor to James W. Tufts, No. 278-288 Congress Street, Boston, for full information, catalogue, etc. Old apparatus taken in exchange and terms made easy. Mention this paper.

Physicians are not alone ordering Crystogen, but some of the more eminent medical lights have discoursed volubly on its merits in papers read before their societies. The essential facts which pharmacists should bear in mind regarding it is that under its influence the urine becomes a solution of formaldehyde, that it prevents the urine decomposing in the bladder, renders fetid urine clear and inodorous, puts the genito-urinary tract in good condition for operating, and in various other ways proves invaluable in a certain class of diseases. As a result it is frequently indicated, and druggists who order supplies, literature or samples from the Cystogen Chemical Co., St. Louis, should mention the *Druggist*.

Those pharmacists who handle Welch's grape juice will not be surprised at the news from Paris that it has been awarded the bronze medal at the Exposition—the highest award of its class. This award is not only a worthy tribute to the manufacturers, but it is really national in importance, for it is the award of the world to the United States. Welch's grape juice is from fresh, full-ripe Concord grapes, pressed on the spot where the grapes are grown. Druggists should take advantage of the special discount of 5 and 10 per cent. on orders placed now, but to be shipped at the convenience of the Welch Grape Juice Co., Westfield, N. Y., before November 15. This is done because it is freezing weather for grape juice between November 15 and March 15. Write to learn what sized order you will have to place and the special conditions on which you can save the discount, and don't omit mentioning the *Druggist*.

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CASWELL A. MAYO, Ph.G., Editor.
THOMAS J. KEENAN, Associate Editor.
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THE CHEMISTRY OF VEGETABLE PURGATIVES.

IN last year's report of the Committee on New Remedies of the New York State Pharmaceutical Association reference was made to the isolation and determination by Professor Tschirch, of Berne, of the active purgative constituents of the four most conspicuous and important vegetable drugs possessing purgative properties—namely, senna, rhubarb, cascara sagrada and buckthorn, and attention was directed to the possible utilization of these principles, in lieu of the whole drug; by therapeutists.

It has never seemed to occur to the minds of medical men that any of these drugs do possess active principles to which their purgative properties might be due, and in the case of senna, particularly, which is probably the oldest representative of the group, having been used in medicine as far back as the eighth or ninth century,¹ physicians have contented themselves with giving the drug entire or in extract, cordial, syrup or some other elegant galenical form.

In the report of the committee referred to, and at an earlier date in the AMERICAN DRUGGIST,² it was shown that the specific purgative action of the vegetable drugs named was due to the property they possessed of exciting the sensitive nerve terminals of the intestinal canal, and thus by reflex action producing increased peristalsis. The

The following passage occurs in "Science and Literature of the Middle Ages," by Paul Lacroix, pages 107, 108: "Though from the eighth to the tenth century the natural sciences were altogether neglected in the West, it was not the same with the Eastern peoples, who sought to perfect themselves in the study of materia medica, etc. The Arabs had before this cultivated several branches of natural history and made some valuable discoveries, thereby enlarging the domain of materia medica. Thus, in the place of the violent hellebore, which was previously resorted to, the Arab doctors recommended the moderate use of cassia, senna and tamarinds."

¹AMERICAN DRUGGIST, xxxii, 4, p. 99.

investigations of Professor Tschirch, there referred to, led to the isolation of what were termed "impure oxymethylantraquinones." Each of the four drugs responded to the oxymethylantraquinone reaction on appropriate treatment and yielded definite bodies which have since been indicated by names corresponding with the active constituent of the drug and its source. Thus the active purgative constituent of senna is named anthraglucosennin, that of rhubarb, anthraglucorhein, buckthorn, anthraglucorhamnin, and cascara, anthraglucosagradin. They may be considered as impure glucosides of the respective drugs, together with the particular oxymethylantraquinone present in the drug.

Professor Tschirch has continued his investigations in collaboration with Professor Hiepe, and the results of their work are published in a recent number of the "Archiv der Pharmacie." Confining themselves to senna, the investigators studied the yellow flocculent precipitate which forms in a watery extract of the drug on standing. After treatment with sulphuric acid this body was found to reduce Fehling's solution, and after being hydrolized to yield the oxymethylantraquinone reaction. The largest amount of the glucoside—anthraglucosennin—was given up by the Alexandria leaf by exhausting it with weak ammonia water in the cold, precipitating with hydrochloric acid. The body is precipitated in an impure state and requires subsequent purification.

To pharmacists the interesting point about these researches into the chemistry of senna and the other vegetable drugs which respond to the Boertrager reaction is that they suggest reasons for the diminished purgative action of certain of these drugs, senna notably, when they are treated in such a way as to deprive them of the resinous constituents which carry the active glucosidal bodies.

The path of investigation opened out by Professor Tschirch is one of the greatest promise for both medicine and

pharmacy, and should prove both suggestive and inspiring to some of our American research students, as likely to lead to results which would be certain to have a higher value from an economic as well as a scientific standpoint than work on certain of the abstruse and recondite subjects to which they or their preceptors are now seemingly so closely wedded.

POWDERED DRUGS IN THE PHARMACOPOEIA.

THE great change which has taken place in the methods of handling crude drugs has attracted much attention in the United States as well as in Europe, as is evidenced by the able papers on the study of drugs in their powdered state which have appeared in the proceedings of the American Pharmaceutical Association during the past few years.

The subject of the introduction of drugs in powdered form into the United States Pharmacopœia was brought before the convention at Washington, and the reference to the subject which appears in the instructions to the Committee of Revision, and which was, we believe, proposed by Professor Rusby, indicates that in the revised edition of the United States Pharmacopœia we may look forward to finding something like the changes in drug descriptions which are so noticeable a feature of the fourth edition of the German Pharmacopœia. As was to be expected in the pharmacopœia of a people who have done such excellent work in this line, the drug descriptions in the new edition of the German Pharmacopœia go minutely into the details of the anatomical structure of the drugs, pointing out in particular those anatomical features which are most characteristic. This new departure will undoubtedly arouse some criticism among physicians, who may argue that details of this character are better fitted for a text-book than for a pharmacopœia, but this view of the case becomes clearly untenable when the legal responsibility of the pharmacist, under the German Pharmacopœia, is borne in mind. Since the German pharmacist is held to the strictest compliance with the standards of his pharmacopœia it is all-important that those standards be clearly and definitely set forth. The unending annoyance and expense entailed upon the pharmacist by any vagueness or lack of clearness in the pharmacopœia, when that work is a legal standard, was well illustrated in this country by the troubles of the Ohio pharmacist under a strict enforcement of the law recog-

nizing the United States Pharmacopœia as a legal standard.

The introduction of these anatomical descriptions into the German Pharmacopœia and the probability that a similar course will be pursued in revising the United States Pharmacopœia accentuates the need for a thorough study of microscopy by the pharmacist.

DEMORALIZATION OF TRADE BY DEPARTMENT STORES.

THE attitude of the small retailer generally toward the big department store is, we think, based upon much more logical grounds than generally thought to be the case. One phase of the subject which has not been often touched upon is the general demoralization of trade brought about by department store methods. We wish to heartily commend the views on this phase of the department store evil held by the editor of "Fame," and set forth by him as follows:

"The real, the vital count against the department store is that it viciously demoralizes values in the public mind. It is immoral to sell a book, or a pair of shoes, or a handkerchief, as a bargain, so low that if everything were sold on the same basis you would go into bankruptcy. Whatever reductions in prices come from lucky purchasing, from better system, from clever advertising, is legitimate and proper. But every article ought to bear its fair share of all fixed expenditures, and carry a margin of profit as well. Otherwise the bookseller, or the shoe dealer, or the keeper of a thread and needle store, has good reason for complaint. He is the man among men. If to make both ends meet he is compelled to charge \$1 for what you sell at 50 cents, his character, as well as his trade, suffers. Customers know that he must charge a little more because his expenses must be a greater element than those of the department store. But he balances that disadvantage in a lot of ways. He is easier to reach, and the customer is not jostled about, and the wait for change is not so annoying. He can stand competition so long as the department store does not sell things at an actual loss. When it does, his customers say to one another: 'Why, that man Jones must be almost a swindler. He tried to make me pay 15 cents for a handkerchief, and I saw it was just the same thing that I got at the Cosmopolitan Cash Store for 8 cents. I never mean to go into his store again.'"

A Big Value for a Small Price.

I inclose \$1.50 for my subscription. It's a big value for a small price.

W. J. Benedict.

Belding, Mich.

THE ABUSE OF COCAINE.

A VERY alarmist view of the increasing use of cocaine has been taken by the author of a paper presented at the annual meeting of the New York State Medical Association held in this city last week. Dr. T. D. Crother, whose name will be recalled in connection with the startling statements he gave utterance to some time ago regarding the widespread addiction of physicians to morphine, declares that "Cocaine is the inspiration of the nineteenth century," and he has traced its increasing use among all sorts and conditions of men, from the gentleman of leisure to the roustabout on the Mississippi River, from its first appearance in catarrh cures to its more popular use in tonics and nerve beverages supplied over the soda counter of the pharmacy, and its sale by pedlars, "who tramp through the South with packs upon their backs."

It is surely a startlingly overdrawn picture which he presents to our view, and unless he has been grossly misrepresented in the reports which have come under our notice, he has done more than outrage the verities in his extremely sensational account of the growing use of cocaine as an intoxicant. He is credited with the statement that cocaine is so cheap to-day as compared with its cost at the time of its introduction fifteen years ago as to bring it within the reach of the very poor, who seek oblivion in the intoxication of the senses—and he values it at \$2 per ounce! while only 3 per cent. of the entire amount consumed in New York is, he states, put to its legitimate use in medicine.

LOOK UP YOUR INSURANCE.

FALL is the season for fires. The dust accumulated in long unused flues is prone to catch fire when the furnaces are lighted up and, as a consequence, the building is set on fire. It is therefore particularly necessary at this season to guard against losses by fire. The only final assurance against such loss is furnished by insurance in a good company. The druggist should, therefore, not only have the furnace flues cleaned out and the chimneys swept, but should revise his fire insurance policies, taking care to see that they are in good companies and are sufficient to cover any possible loss. Above all, he should see to it that they are not allowed to lapse through carelessness.

American Druggist All Right.

The AMERICAN DRUGGIST is all right. Please continue my subscription.

S. R. Crabtree.

Island Falls, Me.

(Written for the American Druggist.)

Winter Specialties.

A TALK ON COUGH CURES.

How Formulas May Be Varied—The Vogue of Stokes' Expectorant and Brown Mixture—Some Original Formulas—The Dressing of the Finished Mixture.

By W. A. DAWSON,
Hempstead, N. Y.

AT this season an increasing demand for "cough cures" is experienced, and as cold weather approaches the demand will further increase in inverse ratio to the receding thermometer.

Easy to Make, and Easy to Sell.

The pharmacist who does not already put up a cough cure of his own will find it the part of wisdom to do so this fall. There is no preparation so easy to sell or upon which it is easier to build up an ever increasing trade. More than half the people who go to the drug store for a cough medicine do not ask for any particular make, but inquire, What's the best thing you've got for a cough? or, What's good for a cough?

A few bottles tastefully dressed, displayed on the show case with a price ticket containing a few words of description or commendation will sell a great many bottles of cough cure, with no further effort on your part save taking the money.

As suitable matter for such tickets I would suggest the following:

BLANK'S COUGH CURE. WE MAKE IT.
WE RECOMMEND IT. IT CURES
COUGHS. 25c.

Or,

IF WE KNEW HOW TO MAKE A BETTER
COUGH CURE WE'D DO IT, BUT
WE THINK THIS IS THE BEST
ONE MADE. 25c.

As to Formulas.

The simpler these are, the better, as a rule. Take Stokes' Expectorant Mixture of the National Formulary—ammonium carbonate, squills, sonoga, paregoric, tolu—what better combination would you want than this? It's simple, easily made, and is effective. Look at its history and recommendations known for years and used in nearly every hospital in the world, and prescribed by nearly every physician in America and England. Probably more gallons of "Stokes" and the many modifications of the formula have been used than any cough mixture ever prescribed or invented.

If it is desired to disguise the mixture or change the flavor, why, just replace the syrup tolu with syrup of liquorice, or syrup wild cherry, or tar, or what you will.

Then there's "Brown Mixture." This made with a good quality of purified liquorice and filtered clear makes a first rate popular cough cure, and like "Stokes," is safe and effective for either children or adults. It may be made still more effective, though less agreeable to the palate, by the addition to each ounce of ten or twenty grains of ammonium muriate. Compound

syrup of white pine seems to have all the elements of success as a popular cough remedy, and the non-secret and specialty houses make and sell vast quantities of it; and, although easily made, it may be still more easily bought from a reliable house either ready put up or in bulk. I'd prefer buying it in bulk and sending it out in bottles and labels of my own design, because I am a believer in individuality in the appearance of any preparations I put out under my own name.

A Few Formulas.

The number of formulas for this class of preparation is legion, you could likely cull a thousand or two, or three, from published formularies. I give below a few that I believe to be original, never before published. At least, they are from men who claimed to be the originators of them:

Blood Root and Cubeb Mixture.

Ammonium muriate.....	3ij
Ext. liquorice, purified.....	3ij
Fld. ext. squill.....	3iv
Fld. ext. cubeb.....	3i
Tinct. bloodroot.....	3iss
Tinct. tolu.....	3iv
Sugar.....	lb. vs
Magnesia carb.....	3iv
Morphine sulph.....	3ss

Rub the tinctures and fluid extracts with the magnesia and 4 pints of water, and filter. In the filtrate dissolve the ammonium muriate, morphine and liquorice, and afterward add the sugar; dissolve with gentle heat and strain.

Bronchitis Expectorant.

Morphine sulphate.....	gr. i
Syr. squill.....	
Syr. ipecac, each.....	3i
Syr. tolu.....	
Syr. wild cherry, each.....	3vi
Tinct. benzoin comp.....	
Tinct. bloodroot, each.....	3ij

Sig.: Shake—Teaspoonful every two or three hours.

Mist. Pruni Comp.

Crushed wild cherry bark.....	lbs. 5
Water.....	gals. 2
Brown sugar.....	lbs. 32
Powd. bloodroot.....	oss. 4
Powd. ipecac.....	oss. 4
Dilute alcohol.....	gal. 1
Tartar emetic.....	oz. 1/2
Morphine sulphate.....	q. s.
Oil bitter almond.....	q. s.

Macerate the wild cherry bark in the water for twenty-four hours; percolate to two gallons and dissolve the sugar in the percolate. Percolate the bloodroot and ipecac with the dilute alcohol, and mix all together. To each ounce of this mixture add one-eighth (1/8) grain of morphine sulphate and one-sixteenth (1/16) grain oil of bitter almond, the oil having been first dissolved in eight ounces of alcohol. Lastly add the tartar emetic dissolved in a sufficient amount of hot water.

Give a Generous Quantity.

But whatever formula you may adopt do not make the mistake of putting up the remedy in skinny little two-ounce panels that only hold an ounce and a quarter or an ounce and a half. Put up the mixture in a nice flat four-ounce bottle, cap it neatly, attach a tasty label and wrap up the bottle in fine, transparent parchment paper. In this way you will turn out a creditable package, one that you won't feel ashamed to offer to any one—a package that you can afford to grow enthusiastic over.

Remember the new axiom, "goods well dressed are half sold."

Water-Miscible Extract of Wild Cherry.¹

By C. J. PAINE, PH.G.,
Waycross, Ga.

It has been known for some time that the formula in the present Pharmacopoeia contains more alcohol than is needed to extract all the hydrocyanic acid available, and to insure a permanent preparation. It has also been demonstrated by actual experiment that the menstruum now employed does not yield a fluid extract containing as much hydrocyanic acid as can be made by using a menstruum containing a smaller percentage of alcohol.

By experiment, a menstruum containing but 20 per cent. of alcohol will extract all of the available hydrocyanic acid in the bark, the fluid extract made with such a menstruum will remain permanent (excepting the volatile acid) and is miscible with wines and syrups in all proportions. Such a menstruum is prepared by mixing two volumes each of alcohol and glycerin and six volumes of water. This menstruum will not interfere with the ferment, amygdalin.

For extemporaneous preparations, wines, etc., syrups or aqueous preparations made from a fluid extract prepared as above yield fairly clear products, but on standing for a time the syrup deposits a sediment.

I experimented with a fluid extract made with a non-alcoholic menstruum of equal volumes of glycerin and water, and made a preparation which, as far as I could judge, contained all of the available hydrocyanic acid, was permanent and perfectly miscible, in all proportions, with aqueous preparations, yielding perfectly clear solutions. I have kept a syrup prepared, by mixing 150 per cent. of the above fluid extract with 850 of syrup, for over three months, and it is as clear to-day as it was when first prepared.

The only objection I can see to a non-alcoholic fluid extract is that possibly a larger quantity of tannin is extracted than would be by employing a hydro-alcoholic menstruum. But considering the U. S. P. syrup of wild cherry is non-alcoholic, a syrup made from a fluid extract prepared with a non-alcoholic menstruum would contain no more tannin than the U. S. P. syrup.

In preparing a fluid extract of wild cherry it is better to moisten the drug with a portion of the menstruum, pack at once in percolator, and pour on a sufficient quantity of the menstruum to thoroughly saturate the drug and to leave a stratum above. Macerate 24 or 48 hours; the repercolation method is, of course, to be preferred.

¹ Proceedings of the Georgia Pharmaceutical Association.

(Written for the American Druggist.)

**OPTICAL GOODS IN THE
DRUG STORE.**

By C. H. BROWN, M.D.,

President the Philadelphia Optical College,
Author "The Optician's Manual," etc.**Optical Principles.**

Light may be defined as a force which emanates from luminous bodies, and travels in straight lines in all directions. Its motion is also spoken of as wave-like or undulatory. Its passage is almost instantaneous for short distances; but it has been figured out that it requires a little more than eight minutes for the light of the sun to reach the earth, which is at the rate of about 192,000 miles in a second.

A *ray* is the smallest visible line of light.

A *beam* is a collection or bundle of parallel rays.

A *pencil* is a collection of converging or diverging rays.

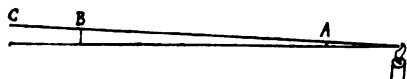


Fig. 1.—Divergent Light Rays.

A single ray of light cannot be isolated, but a number of them together—that is, a beam or pencil of light, can be easily demonstrated. In a darkened room facing the sun, if a small hole be bored in the shutter, a straight strip of light will be seen traversing the darkness.

The path pursued by rays of light as long as they pass through the atmosphere only, is always in straight lines. But when they pass through other bodies they may be diverted from their original course, always, however, retaining their straightness.

A *transparent* body is one that transmits light freely so that objects can be distinctly seen through it, as glass.

A *translucent* body is one that breaks up the light, transmitting a softened, diffused light, through which objects cannot be seen, as porcelain.

An *opaque* body is one through which no light can pass.

A ray of light meeting an obstruction may be either transmitted, refracted,

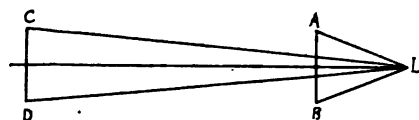


Fig. 2.—Showing Divergence of Rays Illuminating Near and Distant Objects.

reflected or absorbed, according to the nature of the obstructing body.

If transparent, with plane surfaces, it is transmitted.

If transparent, with curved surfaces, it is both transmitted and refracted.

An opaque body, with dull, roughened surface, like a piece of black cloth, will absorb light. An opaque body, with a polished surface, will reflect light, as a mirror.

A *luminous* body is one that emits light of its own generation, as the sun or a candle flame.

An *illuminated* body is one that throws out only reflected rays, as the moon, or a clock face.

Every object that we can see owes its visibility to rays of light proceeding from it to the retina. These rays are all divergent; in fact, strictly speaking, all light exists in the form of diverging rays. Nature knows no convergent

rays, nor any that are absolutely parallel. Rays of light are convergent only when made so by artificial means. Rays are considered parallel when proceeding from infinite distance.

In Fig. 1 the section of rays from the candle flame to A are manifestly divergent, while the section from B to C are so little divergent that when isolated they will appear almost parallel, and the farther the lines are prolonged the more nearly parallel they appear to become.

For the purposes of the optometrist in measuring the refraction of the eye, these two facts are laid down as general principles.

1. Rays of light proceeding from an object at a distance of twenty feet (or more), are assumed to be parallel.

2. Rays proceeding from an object nearer than twenty feet are divergent, and the closer the object is approached the greater the divergence of the rays proceeding from it.

From the above it will be easily understood that the amount of divergence depends upon the distance of the source of light from which the rays come.

In Fig. 2 the two perpendicular lines

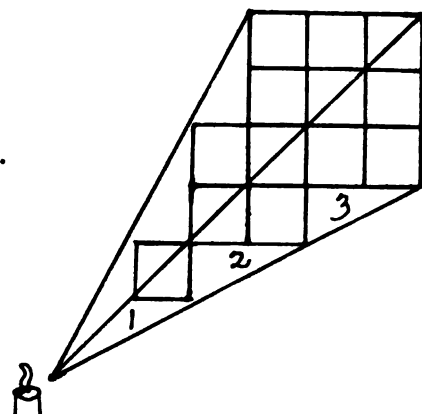


Fig. 3.—Showing Diminution of Illumination with Increase of Distance from the Light.

represent two surfaces of equal dimensions. A single look will serve to show that the divergence of the rays proceeding from the luminous point L and striking the surface A B is much greater than those received on the surface C D.

If a lighted candle be placed in the center of a dark room the rays will proceed from it in all directions and the room will be illuminated, but not every portion equally. Those parts of the room which are equally distant will receive the same degree of illumination, the intensity of which diminishes inversely as the square of their distance from the source of light.

A screen one foot square and distant one foot from a lighted candle, will receive a certain number of rays and be illuminated accordingly.

A screen two feet square and two feet distant, will receive the same number of rays, but they are spread over four times the surface; consequently each square foot receives only one-fourth as many rays as the first screen.

A screen three feet square and distant three feet, will likewise receive the same number of rays, but they now cover nine square feet, each one of which receives only one-ninth the number of rays as the square foot of the first screen; hence we say the intensity of illumination at this point is one-ninth of the first instance.

(To be continued.)

Gathered Formulas.

(Continued from page 218.)

Menthol Formulae.**MENTHOL CHLORAL.**

Menthol 30
Chloral hydrate..... 30

To be melted together.

MENTHOL CHOLERA DROPS.

Menthol 6
Tincture of ginger..... 8
Tincture of opium..... 10
Spirit of ether..... 76

Dose: 10 to 15 drops each half hour.

MENTHOL ICE.

Spermaceti 10
Liquid petrolatum..... 10
Menthol 10

Melt and mix the first two ingredients and add the menthol.

MENTHOL VINEGAR.

Menthol 8
Vinegar 97

Mix. To be added to gargles.

MENTHOLIN.

Menthol 10
Alcohol (95 per cent.)..... 77
Liq. Ammonia..... 12

MENTHOL OIL.

Menthol 16
Olive oil..... 14

Dissolve by heat of the water bath.

MENTHOL OINTMENT.

Lanolin 85
Paraffin 5
Menthol 10

The first two ingredients are melted together and the menthol added.

To be applied to the forehead for headache.

MENTHOL SNUFF.

Menthol 15
Boric acid..... 30
Ammonium chloride..... 55

MENTHOL WINE.

Menthol 2
Brandy 6
Glycerin 6
Tokay wine..... 86

Dissolve the menthol in the brandy and add the remaining ingredients.

MENTHOL TOOTHACHE DROPS.

Menthol 8
Chloroform 8
Alcohol (95 per cent.)..... 84

To be applied on cotton to the decayed tooth.

DANDRUFF SALVE.

Salicylic acid..... 1
Sulphur precip..... 4
Wool fat..... 20
Geranium oil..... 1
Alcohol (90 per cent.)..... 20
Rose water..... 60
Benzonated lard..... 120

SULPHUR SKIN LOTION.

Zinc sulpho-carbol..... 31
Zinc oxid..... 31
Sulph. Precip..... 31
Carmine gr. 1
Glycerin 5v
Aq. colonsensis..... 3v
Aq. rose ad..... 5v

Rub the powders together well, then add the glycerin, rose water and eau-de-Cologne.

ROSEMARY-AND-CANTHARIDINE HAIR WASH.

Tr. cantharidis..... 5ss
Spt. myrcia..... 5i
Spt. rosmarin..... 5i
Liq. ammonias..... 5ss
Aq. rose ad..... 5v

The color of this preparation is generally darkened by the addition of a little burnt sugar.

DIGESTIVE CANDY.

Pulv. rhel.....	3i
Pulv. singib.....	3ij
Pulv. carul.....	5ss
Pulv. cardam.....	5ss
Sacch. alb.....	lb. v
Aq. cinnam.....	5v
Aq. destil.....	Oij 3ij

Dissolve the sugar in the cinnamon and distilled waters, sift in the other ingredients, boil till a little dropped on a cold slab solidifies, then pour into molds and cut in square pieces.

SELF-GLAZING STARCH.

The composition is nearly like this:

French chalk.....	oz. 1
Powdered soap.....	oz. 1
Powdered borax.....	oz. 1
Powdered starch.....	lbs. 2

Two table-spoonfuls of this starch is required for a pint of water.

IDEAL DENTIFRICE.

Some experts are strongly opposed to all ingredients in dentifricial preparations, whether powders, pastes, liquids, or soaps, that have a wearing or abrading action on the enamel of the teeth; also every description of insoluble matter, like chalks, pumice, etc., and especially to all those substances which have any chemical action on the teeth—all of which constitute component parts of all dentifrices in the market to-day. Dr. Frohmann, a Berlin dentist, recommends instead of these a soap produced from the following formula:

Thymol	Parts.
Extract of rhatany.....	25
Glycerin, hot.....	100
Magnesia, calcined.....	600
Sodium borate.....	50
Sodium borate.....	400
Oil of peppermint.....	100
Soap, Castile, sufficient to make	3,000

Dissolve the thymol and extract of rhatany in the hot glycerin, and add the other ingredients, with constant agitation.

ROBIN'S SALOL TOOTH POWDER.

Salol	Parts.
Calcium phosphate.....	5
Calcium carbonate.....	25
Calcium carbonate.....	25
Magnesium carbonate.....	25
Sodium bicarbonate.....	13
Peppermint oil.....	q. s.
Carminc	q. s.

MOUTH WASH.

Alcohol (90 per cent.).....	Gm. 24
Water	Gm. 12
Glycerin	Gm. 3.5
White soap.....	Gm. 6
Mix and add—	
Peppermint oil.....	drops 20
Wintergreen oil.....	drops 40

The whole is colored with carmine solution.

THE TASTE OF QUININE

The taste of quinine is said to be best concealed in the following manner: A tablet of sodium bicarbonate is put into a glass of water, ten drops of the following solution being then added:

Quinin sulph.....	Gm. 4
Acid citric.....	Gm. 10
Syrup cortic. aurant.....	Gm. 2
Water	Gm. 20

OINTMENT FOR HÆMORRHOIDS.

Nelligan prescribes the following ointment for hæmorrhoids:

Compound tincture of camphor	dram 1
Camphor	dram 1
Belladonna ointment.....	drams 15

M.S. To be applied directly to the painful part.

(To be continued.)

German Naturalists Meet.

SEVENTY-SECOND CONVENTION OF GERMAN NATURALISTS AND PHYSICIANS

AT AIX-LA-CHAPELLE, SEPTEMBER 17, 1900.

The Association of German Naturalists and Physicians Combines a Portion of the Functions of the American Association for the Advancement of Science, of the American Medical Association and of the American Pharmaceutical Association. Before the Section of Pharmacognosy and Pharmacy a number of Valuable Papers were Read, Which Are Presented in Abstract Below.

ASSAY OF MUSTARD SEED, MUSTARD PAPER AND MUSTARD OIL.

BY DR. CARL DIETERICH,

Helfenberg.

After reviewing the literature of the subject, Dr. Dieterich claimed for E. Dieterich priority in the use of the gravimetric method for the estimation of volatile oil of mustard. This method does not give exact results, but the author proposes a modification which increases its accuracy. In the course of the distillation he allows the end of the condensing tube to dip into the ammonia solution contained in the receiver, which is closed with a stopper containing two perforations, into one of which the condenser passes while into the other is thrust a glass tube connected with a second flask containing more ammonia. The author looks upon the addition of oil during the distillation as unnecessary. After the addition of the silver nitrate the distillate is warmed on the water bath on account of the separation of the silver sulphide. Under these circumstances the process gives good results and relatively high values. The method of Gadamer gives approximately the same, but slightly lower figures, as does the modified Dieterich method, while the Grützner process gives results which are too low because of the loss of mustard oil through oxidation. In examining mustard oil, the oil is dissolved in alcohol, transformed into thiosinamin by addition of ammonia and then treated in the usual manner. The sulphur contents of the oil average about 30 per cent.

Dieterich's method as outlined by the author is applied as follows: Five grammes of the mustard seed under examination are carefully crushed in a mortar and washed into a flask with a capacity of 200 Cc., the flask closed tightly and set aside for two hours at a temperature of 20 to 25 degrees C. Ten grammes of alcohol are then added, and the flask connected with a Liebig condenser, which is in turn connected with a 200 Cc. flask containing 30 Cc. of solution of ammonia, into which the delivery tube of the Liebig condenser dips. Heat is applied and from 50 to 60 Cc. of the liquid distilled over. The receiving flask is closed with a stopper having two perforations, through one of which it is connected with a second flask containing ammonia. In this manner all possible loss is obviated. The condenser is rinsed out with some water when the operation is completed and this is added to the distillate together with an excess of solution of nitrate of silver. The tendency of the silver sulphide formed to

agglutinate may be obviated by rotating the flask and heating it on a water-bath. After the precipitate has settled down thoroughly the hot liquid is poured upon a filter which has previously been washed with ammonia, hot water, alcohol and ether in succession; the precipitate is washed out with hot water and strong alcohol added and then ether. The precipitate is then dried rapidly at 80 degrees C. to a uniform weight. The silver nitrate thus formed multiplied by the figure 0.4311 gives the amount of mustard oil present in the five grammes of seed. If the oil itself is operated on it is first transformed into thiosinamin and then treated as above.

In the examination of seed the author proceeds as follows: (1) Estimation of ethereal mustard oil. (2) Extraction of the fatty oil with petroleum ether. (3) Valuation of the residue. (4) Determination of the ash of a portion of the original sample of ground mustard seed. (5) Determination of the ash of the extraction residue.

Dieterich advises that in assaying the mustard paper of the fourth edition of the German Pharmacopœia, the paper be not used direct but that the ground mustard be scraped off of the surface of the paper and weighed and the oil then assayed. The paper was accompanied by a mass of data upon which the author's deductions were based.

DORMIOL.

BY DR. G. FUCHS,

Biebrich on the Rhine.

The author described the method by which this preparation is made. Chemically the substance is dimethylethylcarbinolchloral. It is a colorless, oily liquid with a sharp odor resembling menthol and camphor, and a cool taste. The fifty per cent. solution of dormiol, which is the form in which it is placed upon the market, is practically permanent. The author devoted considerable attention to the therapeutic uses of dormiol, giving data which are already known to our readers.

THE ACTIVE CONSTITUENT OF PERU BALSAM AND ITS SYNTHETIC PREPARATION.

BY DR. ERNST ERDMANN.

Halle.

Aside from certain aromatic constituents, which are present in very small quantities, Peru balsam contains as its most important constituents two esters of benzyl alcohol, which form the oil (cinnamein); resin, precipitated from alkaline solution by carbin dioxide; and

free acids, particularly cinnamic and benzoic acids.

A specimen of San Salvador balsam furnished by Gehe & Co. was found to contain 60.9 per cent. of oil, 15.3 per cent. of resin, 23.1 per cent. of free acids. The most important constituent of the oil is not the cinnamic acid benzylester, as Hager states in his commentary on the German Pharmacopoeia, and as is also stated by Schmidt in his hand-book of Pharmaceutical Chemistry, but benzoic acid benzylester, which is present in very much larger quantity than the cinnamic acid ester. The two esters can be easily separated by fractional distillation and vacuo and secured in a pure state.

VOLUMETRIC METHOD FOR THE QUANTITATIVE ESTIMATION OF THE PURIN BASES.

BY DR. ADOLPH JOLLES,
Vienna

Dr. Jolles pointed out that after oxidation in the azotometer xanthin yields all of its nitrogen, while adenin and guanin yield four-fifths of their total nitrogen and hypoxanthin yields three-quarters of its total nitrogen. According to this process the heterexanthin yields three-quarters and dimethylxanthin one-half of its nitrogen, respectively. Caffeine does not affect the results, since on passing through the organism it is converted into dimethyl or monomethylxanthin. According to the author, by far the larger portion of the nitrogen may be determined volumetrically, and for physiological and pathological purposes this method is sufficiently accurate, the quantities of the purin bases present in various samples of urine being taken as being in proportion to the quantity of nitrogen found by volumetric analysis.

In case it is desired to make an absolutely accurate determination of the nitrogen contained in the purin bases, the error which is involved in the volumetric process may be corrected as follows: The residue after treating with bromine water is acidulated with hydrochloric acid, the solution boiled until the bromine is driven off, cooled, and a hydrochloric acid solution of phosphotungstic acid added, allowed to stand several hours and then filtered. Collect the residue and estimate the nitrogen contents by the Kjeldahl process. In examining urine, where, as a rule, only 100 Cc. of urine is used, the nitrogen contained in the phosphotungstic precipitate is very small indeed; so much so, in fact, that its determination is really superfluous.

THE CONSTITUTION OF SOLUTIONS OF CAFFEINE SODIOBENZOATE, ETC.

BY PROF. TH. PAUL,
Tubingen.

Heretofore these compounds have been looked upon as double salts, but in view of the monobasic character of both the acids, this view of the constitution of the compounds does not commend itself as being probable, and the investigations of Dr. Paul tend to prove that so far at least as the medicinal compounds are concerned this is not the case.

If one molecule (based upon the

gramme) of sugar is dissolved in one liter of water, the freezing point of the liquid is lowered 1.85 degrees C. Strong bases and acids lower the freezing point about double, since they are strongly ionized. For sodium benzoate solution the freezing point method gives a molecular weight of about 74 instead of 144, but if caffeine be added to this solution the freezing point rises. The results observed as regards the electrical conductivity of the different solutions, together with the results above referred to, lead the author to the conclusion that caffeine sodiobenzoate and theobromin sodiosalicylate are very complex atoms of a high molecular weight, whose real composition remains yet to be determined.

ALOIN-RED AND GUAIACOL-BLUE.

BY PROF. E. SCHAEER,
Strasburg.

The author stated that in view of the close relationship and analogy existing between aloin-red and guaiacol-blue, particularly as regards their formation and chemical characteristics, they should be regarded as oxidation products.

Aloin-red occurs as a purplish red or wine red coloring matter, which in a pure state is difficultly soluble in water, readily soluble in alcohol, methyl alcohol, ammonia and concentrated chloral hydrate solution.

The formation of aloin-red is an exceedingly delicate reaction for (1) the identification of aloin. (2) The detection of minute quantities of copper, for instance in drugs such as nuxvomica. (3) For the detection of small quantities of various inorganic and organic cyanogen compounds. (4) For the recognition of fermentlike substances, such as coloring matter of the blood.

E. Paetzold, assistant in the pharmaceutical institute of Strasburg, has prepared a dissertation giving a method for the preparation of a pure guaiacol-blue through oxidation of gualacolic solution in chloroform with lead dioxide and precipitation by ether, etc. This dissertation, which will be published in the near future, includes a study of the reactions of this subject with various reagents. The delicacy of the reactions depending upon the formation of guaiacol-blue is very much greater than has heretofore been realized.

Sulphocyanides in the Nasal Secretion.—It is well known that the saliva contains sulphocyanides, and that it can be readily detected by means of ferric chloride and hydrochloric acid. Dr. Muck (Muench. Med. Woch., 1900, 1153) has recently discovered the presence of sulphocyanides in the nasal secretion. In addition to the iron chloride reaction which, according to the author, is not always reliable, sulphocyanides can be detected by means of iodic acid. The iodic acid is reduced by it to iodine, and this can be recognized by the addition of starch paste and a little sulphuric acid.

Lanikol is an ointment said by the makers to contain acetanilid, salicylic acid, di-thymol-di-iodide, bismuth subnitrate, creolin and adeps lanæ. It is recommended for a variety of diseases of the skin and local inflammations.

Liquor Strychninae in Bromide Mixtures.

BY WM. MARTINDALE, F.L.S., F.C.S.

To render liquor strychninae certainly compatible with bromides, Sir Wm. R. Gowers has been in the habit of prescribing hydrobromic acid in mixtures containing such a combination as in the following formula:

R Acid. hydrobrom. dil. m. xv
Liq. strychninae m. iv
Liq. hyoscin. hydrobrom. (1 in 1,000) m. ij
Lith. brom. gra. xij
Syr. aurant. m. xx
Aqua ad. 5ss
Mitte 5x. 3ss ex aq. ter die post cib. sum.

Chemists have occasionally suggested to him that such mixtures are incompatible, that "an insoluble (?) bromide" deposited. One suggested the use of hydrochloric acid vice hydrobromic acid, and another stated that "almost the whole of the strychnine is deposited as bromide in sandy crystals."

From experiments I have had tried by experts on my own staff and others, we fail to get any deposit. Strychnine hydrobromide is a very soluble salt of strychnine (soluble 1 in 55 of water), but it is possible that the acid or the lithium bromide might have the effect of acidulating or of salting it out of solution, as is sometimes the case when two salts are mixed in solution. Yet placed on ice for twelve hours no crystals formed in the mixture. If not acidulated with hydrobromic acid the mixture does not deposit crystals either. If the lithium salt were slightly alkaline, so as to separate the strychnine as alkaloid, the solution is so dilute and the quantity of strychnine so small that this would be still held in solution.

Probably the "sandy crystals" referred to were impurity in the lithium bromide. It is of importance that bromide and strychnine incompatible mixtures should be avoided; if such are prescribed, the use of hydrobromic acid appears to prevent the separation of crystals, even in mixtures of a much more concentrated form. I find the above formula can be concentrated to one-fourth its volume, by omission of water, without any strychnine salt crystallizing out even when subjected to a moderately low temperature for twelve hours. I have tried this concentrated mixture, 4 in 1, substituting other bromides, those of ammonium, potassium, sodium and strontium vice that of lithium, taking care that they were practically neutral, and found that no crystallization occurred in any case at ordinary temperatures. Further, in employing the lithium salt at least, the concentrated mixture does not crystallize even with the hydrobromic acid omitted. Impurity, such as the presence of carbonate in potassium bromide, seems to be necessary to cause the separation of strychnine as such.

Cascarine-Leprince, is a crystallized body obtained from cascara sagrada, which is recommended for use in constipation, etc. It has been placed on the market ("Pharm. Centralhalle," 1900, 567) in pill form, and also in elixir form.

Ichthyodin is the pure product of ichthyol ("Pharm. Centralhalle," 1900, 567) free from the sulphonates and the lighter oils of the crude oil.

PRESCRIPTION PHRASES.

Latin Terms and Their Meaning.

At the request of a correspondent we give below a list of the Latin contractions most frequently employed in the signature of a prescription together with their English equivalents:

LATIN TERM.	MEANING.
Abs. febr. (Absente febr.)	In the absence of fever.
2 vic. (ad duas vices)	For two times (twice).
3 vic. (ad tres vices)	For three times (thrice).
Ad. gr. acid (Ad gratam aciditatem)	To an agreeable acidity.
Au. lib. (Ad libitum)	At pleasure.
Ad. sat. (Ad saturandum)	To saturation.
Ad. (Adde)	Add.
Admor. (Admoreatur, admoreantur)	Apply, let it be applied, let them be applied.
Ads. febr. (Adstanti febr.)	While fever is present.
Aeg. (Aeger)	The patient.
Alt. (Altera [pars])	The remainder.
Alt. (Alternus)	Alternate.
Altern. d. (Alterno die)	Every other day.
Altern. h. (Alternatim hora)	Every other hour.
Altern. q. hor. (Alternatim quaque hora)	Every other hour.
A. M. (Ante meridiem)	Before noon.
Ante coen. (Ante cenam)	Before supper.
Ante jentac. (Ante jentaculum)	Before breakfast.
Ante prand. (Ante prandium)	Before dinner.
Applic. (Applicandus)	To be applied.
Aq. ad—: Aquam ad (Governed by R.)	Water to.
Aquam ad (q. s. understood)	Water [enough] to.
Ex aq. (Ex aqua)	In water.
Ex aq. coch. ampl. (Ex aqua cochleari amplo)	In a tablespoonful of water.
Ex aq. cyath. vinos. (Ex aqua cyatho vinoso)	In a wineglass of water.
Aq. bull. (Aqua bulliens)	Boiling water.
Aq. calid. (Aqua calida)	Hot water.
Aq. ferv. (Aqua fervens)	Warm or hot water.
Aq. gel. (Aqua gelida)	Cold water.
Aq. mar. (Aqua marina)	Sea water.
Aq. pluv. (Aqua pluvialis)	Rain water.
Aq. pur. (Aqua pura)	Pure water (filtered).
Aur. dextr. vel lev. (Auri dextrae or laevae)	To the right or left ear.
Ad. aur. (Ad aurem)	To the ear.
P. aur. (Pone aurem)	Behind the ear.
Bib. (Bibe)	Drink thou.
Bis d. (Bis dies)	Twice a day.
Bis in d. (Bis in dies)	Twice a day.
C. (Congius)	A gallon.
C. (Centum)	100.
C. M. (Cras mane)	To be taken to-morrow morning.
C. N. (Cras nocte)	To-morrow night.
C. V. (Cras vespere)	To-morrow evening.
Cap. (Capiatur)	Let the patient take.
Coch. cochleat. (Cochleare, Cochleatim)	A spoonful, by spoonfuls.
Coch. amp. coch. mag. coch. med. coch. parv. (Cochleare ampullum, cochleare magnum, medium or modicum)	A tablespoonful, a large spoonful, a dessert spoonful, a teaspoonful.
Collut. (Collutorium)	A mouth wash.
Coll. (Collyrium)	An eyewash.
Cong. (Congius)	A gallon.
Cont. rem. (Continuentur remedia)	Let the medicine be continued.
Coq. (Coque)	Boil thou.
Coq. ad med. consumpt. (Coque ad medietatis consumptionem)	Boil down to half.
Coq. in S. A. (Coque in sufficiente quantitate aquae)	Boil in a sufficient quantity of water.
Crast. (Crastinus)	For to-morrow.
C. (Cum)	With.
Cyath. (Cyathus)	A wineglass.
D. in p. æ. (Divide in partes æquales)	Divide into equal parts.

Modified Formula for Preparing Syrup of Wild Cherry.

By C. J. PAINE,

Waycross, Ga.

For some time a great deal has been written and experiments made to prove that wild cherry barks differ widely in amount of hydrocyanic acid yielding properties. Bark of the root contains the larger proportion of the glucoside, yielding hydrocyanic acid, and bark of young trees more than that of old ones; bark of twigs more than that from the trunks of trees. The percentage of hydrocyanic acid to be expected (according to A. B. Lyons) would be bark of root, 0.20 to 0.25 per cent.; bark of twigs, 0.12 to 0.16 per cent.; for bark of

trunk, 0.08 to 0.12 per cent. Moreover, barks kept in the shops, even under favorable conditions, deteriorate greatly. There must, therefore, be quite a difference in the strength of the official syrup prepared by the same or different ones at different periods. To avoid such a difference, the idea has occurred to me that the best way to prepare a syrup would be to make a syrup free from any hydrocyanic acid and afterward add a definite quantity of diluted hydrocyanic acid corresponding to the amount that an average bark would yield. Then, when freshly prepared, all syrups of wild cherry bark would be of about the same strength of hydrocyanic acid.

While I realize that the diluted hydrocyanic acid of the U. S. P. is very unstable, still it is a great deal easier to

titrate the solution of hydrocyanic acid than to make an assay of the bark.

I would suggest as a working formula that the pharmacopœial directions, omitting the previous maceration of the drug, be followed, the percolate being then placed on a water bath and a low heat applied until the liquid is entirely free from hydrocyanic acid. The sugar is then dissolved in the liquid and enough water added to make the volume measure 1,000 Cc. Finally, a definite quantity of diluted hydrocyanic acid is added to the prepared syrup.

Assuming that an average bark would yield 0.1 per cent. of hydrocyanic acid, and the diluted acid of 2 per cent. strength, the quantity of diluted acid to be added would be 7.5 Cc. to 1,000 of syrup.

D. spiss. (Debita spissitudine)	With a proper consistency.
Dec. (Decoctum)	Pour off.
De d. (De die)	Daily, or from day to day.
d. d. in d. (De die in diem)	Daily, or from day to day.
Deglut. (Deglutatur)	Let it be swallowed.
Dieb. alt. (Diebus alternis)	Every other day.
D. secund. tert., etc. (diebus secundis, tertius, etc.)	Every second, third day, etc.
Ejusd. (Ejusdem)	Of the same.
Exempl. (extemplo)	Immediately.
F. L. A. (fiat lege artis)	Let it be made according to rule.
F. mist. (fiat mistura)	Let a mixture be made.
F. S. A. (fiat secundum artem)	Let it be made according to art.
Frust. (frustum)	A little bit.
Garg. (Gargarisma)	A gargle.
Gtt. (Gutta)	A drop.
Guttat. (Guttatim)	By drops.
Gutt. quibusd. (Guttis quibusdam)	With a few drops.
Guttur. appl. (Gutturum applicandum)	To be applied to the throat.
H. (Hora)	At the hour of.
Ht. t. d. d. s. (Hauscus ter de die sumendus)	The draught to be taken three times a day.
Impet. efferv. (Impetu effervescentie)	During effervescence.
In d. (In dies)	From day to day; daily.
Inpromp. (Inpromptu)	Directly.
Jam	Now.
Lat. dol. (Lateri dolenti)	To the affected side.
M. (Misce)	Mix.
bene intime	well, thoroughly.
M. d. (More dicto)	As directed.
M. D. S. (Misce, dona, signa)	Mix, give and sign.
M. et v. (mane et vespere)	Morning and evening.
M. p. (mane primo)	Early in the morning.
M. S. (More solito)	In the usual manner.
Mitt. (mitte)	Send.
O. alt. hor. (Omnibus alternis horis)	Every other hour.
O. N. (Omni nocte)	Every night.
Ov. vitell. sol. (ovi vitello solutum)	Dissolved, i. e., suspended in yolk of egg.
P. Ae. (partes æquales)	Equal weights.
P. a. a. (parti affectas applicandum)	To be applied to the affected part.
P. M. (Post meridiem)	Afternoon.
p. m. (primo mane)	Early in the morning.
P. R. N. (Pro re nata)	Occasionally.
Part vic. (Partitis vicibus)	In divided doses.
Per bid., trid. (per bidduum, triduum)	For a period of two or three days.
Post prand. (Post prandium)	After dinner.
Pro pot. s. (pro potu sumendus)	To be taken as a drink.
Q. dx. (Quantitas duplex)	Double quantity.
Q. q. (Quaque)	Every.
q. q. hor. (quarta quaque hora)	Every fourth hour.
Q. s. (Quantum sufficiat)	Sufficient.
Q. v. (Quantum volueris)	As much as you please.
R. in pulv. (Reductus in pulverem)	Reduced to powder.
Rep. (Repetat)	Let him repeat.
S. A. (Secundum artem)	According to art.
S. O. S. (si opus sit)	If occasion require.
Scat. (Scatula)	A box.
Dent. ad scat. (Dentur ad scatulam)	Let them be put in a box.
Seq. luc. (Sequenti luce)	The following day.
Si n. val. (si non valeat)	If it does not answer.
Sig. (Signa)	Sign.
Sing. auro. (singulis auroris)	Every morning.
Sing. hor. quad. (singulis horis quadrantibus)	Every quarter of an hour.
Stat. (Statim)	Immediately.
Stat. eff. (statu effervescentie)	Whilst effervescing.
Sum. (sumat)	Let the patient take.
Sum. tal. (sumat talem, tales)	Let the patient take one (or more) such.
Sumr. (sumatur, sumantur)	Let it (them) be taken.
Talis	Such a one.
T. d. d. (Ter de die)	Thrice a day.
Tussis	A cough.
Ult. prescrip. (Ultimo prescriptus)	The last ordered.
Vent. vac. (Ventriculo vacuo)	On an empty stomach.
V. (Vices)	Times.

OFFICIAL COLCHICUM.

BY LOUIS SCHULZE,
Baltimore, Md.

If colchicum depend upon the alkaloid colchicine for its therapeutic value, then, it seems, only that portion of the plant containing the largest amount of this alkaloid should be official, and all galenical preparations be made from that portion.

Colchicine differs from most alkaloids in the following particulars:

First: It is removed from acid solutions by shaking with chloroform.

Second: It is quite freely soluble in water.

Third: It is precipitated by Mayer's reagent only from strongly acid solutions.

This alkaloid is, furthermore, very easily decomposed, its aqueous solutions rapidly losing strength, even when quite neutral. Mineral acids, even quite dilute, decompose it on application of heat.

Methods of Determining the Alkaloidal Content.

In assaying the root and seed for ascertaining the percentage of colchicine three methods were pursued, namely:

FIRST METHOD.

One hundred Gm. of the powdered drug were placed in a flask, with 100 Cc. of Prollius' mixture added. After securely corking, this was macerated, with occasional shaking, for 12 hours. After decanting 50 Cc. of the clear fluid, it was evaporated on a water bath in a beaker nearly to dryness. The residue was taken up with 10 Cc. of ether and 5 Cc. sulphuric acid (2.5 per cent.) added and stirred until the ether was evaporated. The acid fluid was then filtered into a separator, the insoluble residue being retained as much as possible in the beaker. This residue was redissolved in a little ether, and 2 Cc. of the dilute acid added, stirring as before, and filtering the acid aqueous solution into the separator. After washing the filter with a little of the acid, the washings were added to the contents of the separator and 15 Cc. of chloroform shaken carefully with it during two minutes. It was then allowed to separate and the chloroform drawn off into a tared beaker. This treatment was continued with two portions of fresh chloroform (10 Cc. being used each time). The aqueous solution remaining after evaporating the chloroform was tested with Mayer's reagent, one-half strength solution being used, and in case of seed, on discovering the alkaloid had not been entirely removed, again treated with chloroform. Finally the chloroformic solutions were evaporated to dryness, redissolved in a little dilute alcohol and again dried to a constant weight. This residue was nearly pure colchicine. As it might have retained some chloroform, it was once more dissolved in dilute alcohol and dried.

SECOND METHOD.

Ten Cc. of fluid extract was diluted with 85 Cc. of water, and solution of lead subacetate added in slight excess (i. e., until the fluid had a distinctly

sweetish taste). This was made up to exactly 100 Cc. with water and filtered. After adding sodium phosphate in powdered form, sufficient to throw down the excess of lead, and once more filtering 50 Cc. of the filtrate were put into a separator and shaken out with three portions of chloroform, and dried and weighed, as in the first method.

THIRD METHOD.

After removing the lead by means of sodium phosphate, as in the preceding method, the alkaloid was precipitated by tannic acid, the liquid filtered off, the tannate washed and digested with lead oxide, this dried and the alkaloid dissolved out by means of alcohol and filtered. The filtrate was then dried and weighed.

The result in each instance was as follows:

	Seed. Per cent.	Root. Per cent.
First method.....	0.8	0.6
Second method.....	0.6	0.4
Third method.....	0.4	0.4

This makes for the seed an average of between 0.6 per cent. and 0.7 per cent.; for the root between 0.4 per cent. and 0.5 per cent. Therefore, it appears the seed are slightly richer in colchicine than the root, and should there be no other valid reason why the root should be retained in the Pharmacopœia, the seed would best answer the purpose, whenever the effects of this drug are desired.

Modified Brown Mixture.

At the last annual meeting of the Arkansas Association of Pharmacists, S. D. Knox, of Little Rock, communicated a paper, in which he advocates a change in the official formula for Brown Mixture. He believes that the preparation could be made more popular thereby. The principal reasons, according to the author of this paper, why Brown Mixture is not prescribed more frequently are its inelegant appearance and disagreeable taste. He suggests the following modification of the U. S. P. process:

Ext. glycyrrhizæ, soft.....	grains 900
Tinct. opil. camph.....	ozs. 8
Vin. antimon.....	ozs. 4
Spt. ether nit.....	ozs. 2
Acaciæ gran.....	ozs. 3
Sacch. alb. gran.....	ozs. 40
Aque.....	q. s.

Dissolve the extract of liquorice in about 20 ounces of water by the aid of a gentle heat, being careful not to burn. Mix the spirituous preparations and add to the solution of liquorice; then filter the mixture into a bottle containing the sugar and acacia. Shake thoroughly and add sufficient water to bring the bulk up to 64 fluid ounces. After the sugar and acacia are dissolved, strain the whole and the operation is finished.

Cod Liver Oil and Tolu

The following is said to make a preparation in which the oil is not tasted, being completely masked by the aromatic syrup:

Cod liver oil.....	Gm. 400
Syrup of tolu.....	Gm. 200
Tincture of tolu.....	Gm. 12
Oil of clove.....	Gm. 2

Mix; do not emulsify. Directions: One tablespoonful five or six times a day. Label: "Agitate vigorously each time before pouring out the dose."

A NEW REAGENT FOR SACCCHARIN AND SALICYLIC ACID.

PROF. E. RIEGLES proposes ("Pharm. Centralhalle," 1900. 563) a new reagent for detecting saccharin and salicylic acid, or a mixture of the two consisting of a solution para-diazonitranilin, which is prepared as follows:

Solution of Para-Diazonitranilin.

In a graduated flask having a capacity of 250 Cc. place 2.5 Gm. of paranitranilin, 25 Cc. of distilled water and 5 Cc. of pure concentrated sulphuric acid. After rotating the flask several times a clear solution will result. Dilute this solution with 25 Cc. of distilled water, mix, and then add 1.5 Gm. of sodium nitrite, previously dissolved, in 20 Cc. of water. Mix by rotating the flask and fill up to the 250 Cc. mark with distilled water and filter.

This reagent remains unchanged for a long time if it is protected from the light. Should it become cloudy, however, in standing, it is easily rendered fit for use by simple filtration.

The Recognition of Saccharin.

If the substance is in a pure state dissolve about 0.01 or 0.02 Gm. in about 10 Cc. of distilled water, and add two drops of a 10 per cent. soda solution. Place the solution in a separatory flask provided with a glass stop-cock, and from a dropper add the solution of para-diazonitranilin, above described, shaking after the addition of each drop. A sufficient quantity of the test solution should be added to discharge the greenish yellow color of the alkaline solution, about 10 drops being usually required. Now add 10 Cc. of ether, close the flask and shake briskly for half a minute.

After the lapse of a few seconds draw off the lower, aqueous, layer by means of the stop-cock, and to the ethereal solution remaining in the flask add 20 or 30 drops of a 10 per cent. soda solution. A green ring will at once appear at the point of contact between the ethereal liquid and the soda solution. Now agitate briskly for half a minute, and allow to stand, and the liquid will soon separate into two layers, the lower, aqueous, layer assuming a yellowish brown, and the upper, ethereal, layer a green color.

While this reaction is both characteristic and delicate, its delicacy may be enhanced by drawing off the lower, aqueous, layer, adding 5 Cc. of concentrated solution of ammonia to the green ethereal layer, and shaking briskly for half a minute, when the ethereal layer will become decolorized, while the lower, ammoniacal, layer will take on a bluish-green color.

To apply this test, however, it is necessary to first extract the saccharin from the suspected substance by means of ether, then evaporate the ether and examine the residue left after evaporation as directed above.

The Detection of Salicylic Acid.

Dissolve about 0.01 or 0.02 Gm. of the acid in 10 Cc. of water, which has been rendered alkaline by the addition of two drops of a 10 per cent. solution of soda; pour the solution into a separatory flask and add the solution of para-diazonitranilin solution, drop by drop, shaking the mixture gently after the

¹ In reply to the following query, propounded by the Maryland Pharmaceutical Association: Colchicum root and seed both contain as their active principle colchicine an alkaloid. Why should both be official, and which is preferable, and for what reasons?

addition of each drop until the reddish coloration produced at first disappears. Now add 10 Cc. of ether, shake briskly for half a minute, allow to settle, draw off the lower, aqueous, layer, and add 20 or 25 drops of a 10 per cent. solution to the ethereal layer left in the flask. On adding the soda solution an intensely red ring will form at the point of contact between the soda solution and the ether. Now shake briskly for half a minute and allow to settle, when it will be found that the lower, aqueous, layer has assumed an intensely red color, while the upper, ethereal, layer is wholly devoid of color. Open the stop-cock and draw off the colored solution, and to the remaining ethereal solution add 5 Cc. of concentrated ammonia solution and agitate for half a minute. The ethereal layer will remain colorless, but the ammonia solution will assume a fine bluish green coloration.

This reaction for the presence of salicylic acid is very sensitive indeed.

For a Mixture of Saccharin and Salicylic Acid.

Dissolve 0.02 to 0.03 Gm. of the mixture in 10 Cc. of distilled water containing two drops of a 10 per cent. soda solution. Place the solution in a separatory flask, and add solution of para-diazonitranillin, drop by drop, until the red color produced at first has disappeared. Then add 10 Cc. of the shake for half a minute, allow to stand until the two layers separate, draw off the lower layer, and add 20 or 30 drops of 10 per cent. soda solution to the ethereal solution left in the flask. At the point of contact between the two solutions, a red ring with a brownish zone will appear. Shake briskly for half a minute and allow to stand, when the upper, ethereal, layer will assume a green color, and the lower, aqueous, layer a red color. Draw off the red layer, add 5 Cc. of concentrated solution of ammonia to the ethereal layer left in the flask and shake for half a minute, and allow the mixture to stand. The lower layer will now assume a violet color, the supernatant liquid being colorless.

The violet color of the ammoniacal solution varies in its shade in accordance with the variations in the proportions in which the saccharin and the salicylic acid are present.

To obtain satisfactory results with the test, it is necessary to extract the suspected substance with ether, and evaporate the ether so as to obtain the saccharin or salicylic acid in as pure a state as possible.

A New Method for the Assay of Coal Tar Creosote.

A. D. Hall contributes to the "Analyst" the following method for the estimation of ordinary creosote, such as is used for the preservation of hop poles and other kinds of timber used agriculturally:

1. The creosote in bulk is warmed and well mixed till all crystals of naphthalene, etc., are dissolved.

2. A portion is dipped out into a measuring glass marked at 100 Cc., and thence transferred to the distilling flask. The glass is rinsed out with 5 Cc. of benzene, which is added to the flask. For the distillation I prefer to use a nickel flask, holding about 500 Cc., as a glass flask can rarely be used a second time.

3. To the flask is connected by a cork a straight glass tube of $\frac{1}{2}$ inch bore and about 2 feet long, which serves as a condenser. A thermometer reading to 350 degrees also passes through the cork.

4. The condensing tube passes into the receiver, a cylindrical separator of about 300 Cc. capacity, stoppered at the top and terminating in a tap at the bottom. The cylinder is graduated from the tap upward.

5. The distillation is begun gently, then pushed till a temperature of 325 degrees C. (600 degrees F.) is reached, and maintained till no further distillate passes over. It may be necessary from time to time to warm the condensing tube to prevent it blocking with naphthalene.

6. When no more comes over, the volume of distillate is read off in the receiver, 5 Cc. is deducted for the benzene used, and so the percentage of "residue non-volatile at 600 degrees F." is obtained.

7. To the receiver 100 Cc. of caustic soda solution are now added (alkali of specific gravity 1.2 is specified in the old method, but there is no objection to the use of the alkali of specific gravity 1.3 commonly used for ammonia distillations). The mixture is well shaken and put in a water oven for an hour at least, being well shaken from time to time. Finally, it is allowed to stand till cool, the volume read, and the greater part of the caustic soda solution is drawn off by the tap. There will be more than 100 Cc., owing to the phenols absorbed.

8. The caustic soda solution is boiled for a few minutes, to expel any traces of hydrocarbon, etc., it may retain, and allowed to cool. When cold, 10 Cc. are withdrawn by a pipette, and run into the bottle of a Leffmann-Beam centrifugal milk apparatus; dilute sulphuric acid is added carefully till the alkali is neutralized and the so-called "tar acids" are liberated, then the bottle is whirled for a few minutes in the machine, allowed to cool, and the quantity of "tar acids" in the neck of the bottle read off. A preliminary calibration of the divisions on the neck of the bottle is, of course, necessary to obtain their value in Cc. From these data the percentage of "tar acids" in the original creosote is calculated.

9. To the contents of the receiver 100 Cc. of dilute sulphuric acid (1:5) is now added, and the heating and shaking of six is repeated. The contents of the receiver are allowed to cool, and the volume of the acid extract is read off (it is greater than 100 Cc., because some of the caustic solution was not drawn off). Ten Cc. of this are pipetted off into a Leffmann-Beam bottle, the "tar bases" liberated by alkali, and their volume measured after whirling, just as in the last operation. After correcting for the volume of the acid solution, the proportion of "tar basis" in the original creosote is calculated. The "tar bases" sometimes solidify, making it difficult to read their volume with accuracy.

As the results of the experiments carried out with a view of throwing light on the preservative powers of the various constituents of ordinary creosote on timber, Mr. Hall arrives at the conclusion that the preservative action of creosote on wood lies in its power to fill the cells of the wood with a fixed moisture resisting material rather than in any chemical antiseptic action; the

preservative qualities of cresol and naphthalene are small, for thin pieces of wood at any rate, because the one evaporates and the other dissolves, leaving the wood open to attack. Mr. Hall thinks it desirable in the commercial examination of creosote to estimate the pyridine "tar bases," and rate them as of equal preservative value to the "tar acids."

PRESERVATIVES FOR SYRUP OF FERROUS IODIDE.¹

By H. LIONEL MEREDITH,
Hagerstown, Md.

SYRUP of ferrous iodide is said to be an unstable preparation, and, along with others of like nature, has afforded an unlimited amount of annoyance, called forth endless suggestions for helpfulness, and numberless hints looking to the prevention and correction of decomposition. Agents used for this purpose are called preservatives.

It would seem like presumption upon the part of the writer to criticize or even hint at criticism, concerning the "method of preparation" for this syrup, as presented by the Committee of Revision of the present United States Pharmacopoeia. But the fact that the manipulation in the pharmacy of this preparation has been changed or revised in each successive revision since 1840, and the added fact that a change is contemplated in the next revision, demonstrates that even those learned gentlemen are not quite satisfied with the preparation, and criticism may therefore be permitted.

Care in Preparing the Solution Important.

Let me say that, in my opinion, a mistake was made by discarding the method of 1880, where it was directed that "the solution of ferrous iodide be filtered into hot syrup." Not that the syrup cannot be made permanent by the 1890 method, without preservatives, because it may, with careful manipulation. But the method of 1880 came into disrepute by just such practices as are met with every day, and which causes the present dissatisfaction with our 1890 formula. The trouble is not wholly with the formula. Far the greatest amount of trouble which we have is due to a lack of care in the preparation of the solution itself, and careless protection of the solution during filtration; all the manipulation in making this particular preparation should be carried out understandingly, and not left to the unskilled, untutored and unappreciative assistant. Another point of exceeding value is to give the solution time to react sufficiently. This is one of our greatest weaknesses as pharmacists; we are in too big a hurry, and not infrequently decomposition ensues practically before the preparation has been finished, solely because the solution has not been given a sufficient time to react, thus allowing oxidation to set in almost immediately.

Why the 1880 Method Failed.

But the 1880 method failed, partly because it did not go far enough. It was not radical enough. At all events, it has been the experience of the writer that the directions should have added the caution to "bring the finished syrup of ferrous iodide to a boil immediately

¹ Proceedings of the Maryland Pharmaceutical Association.

after completion," since this would have served to rid the syrup of any possible trace of uncombined iodine, and the preparation thus be made permanent.

A Review of Suggested Preservatives.

Let us glance over a few of the suggested preservatives now in common use, and analyze their effects upon the preparation, their mode of action, their advantages and disadvantages.

Among others of the more important, sodium thiosulphate has been used, Dr. E. R. Squibb being its most notable advocate.

The Action of Sodium Hyposulphite.

The chemistry of this decoloration depends upon the reaction which takes place between six molecules of sodium thiosulphate and three molecules of iodine, forming six molecules of sodium iodide and three molecules of sodium tetrathionate. This gives us two foreign salts in the preserved preparation—something wholly at variance with the spirit of preservatives, and objectionable in that sodium tetrathionate, being an unstable salt, tends to break down, with the separation of sulphur as a fine inseparable precipitate. This decoloration is of doubtful advantage.

Hypophosphorous Acid Less Objectionable.

Then hypophosphorous acid, in various forms, has been used, it depending for its decolorizing action upon the oxidizing influence of iodine as it is liberated in the decomposing syrup, the iodine oxidizing the hypophosphorous acid and the iodine in turn being reduced to hydriodic acid.

This process is not so objectionable as the first named, and is limited only by the final quantity of acid having been changed, when discoloration can only be prevented by an added amount of the acid. One disadvantage or objection to the use of this acid is the effect of caramelization often noticed when the oxidized acid (phosphorous acid) has been permitted to remain in contact with the syrup for a long period, caramelization being made evident by the darkening of the preparation.

The Preservative Properties of Glycerin and of Glucose.

Finally we come to consider the use of glycerin and of glucose.

The use of these substances is not a new thought or recent experiment, for we find as early as 1857 Mr. Frederick Stearns suggested the use of glycerin as an entire substitute for syrup in preparing this preparation, thus making a sort of glycerite instead of a syrup; and in the following year Dr. Henry Thayer advocated partial replacement of the syrup by this same body, thus preserving the title of the preparation and obtaining the same effect, only to a proportionate degree.

Glycerin acts as a preservative by simply preventing oxidation. Now glycerin is a triatomic alcohol, a markedly stable compound, not readily decomposed by oxidizing agents, yet it is an excellent solvent for many elements that possess decided oxidizing properties, iodine being perhaps the best example.

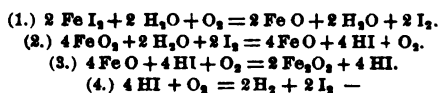
The Object of Adding Preservatives to Syrup of Ferrous Iodide.

The sole object in the use of all preservatives for this syrup has been to prevent the liberation of iodine. This

element, being extremely irritating to the mucous membrane, would thus not only defeat the effect sought, but render the use of such decomposed syrup both dangerous and unprofessional. Should glycerin fail to prevent oxidation of a specimen of syrup, through long standing, the solvent properties of the intended preservative now become manifest, and what would otherwise have been an irritating principle, due to decomposition, now becomes a non-irritating iodine preparation, being assimilated by the glycerin present (although coloration is noted) with the formation probably of ferric sesquioxide, ultimately. That glycerin merely digests and forms no definite compound we ascertain by warming iodine with official glycerin. Result: Neutral reaction, red color, responding to all free iodine tests, although non-irritating in form.

The Resultant Changes.

The change which takes place may be considered as in several stages: First the formation of ferrous oxide and free iodine, which breaks up the molecule of water and forms hydriodic acid. Almost simultaneously the ferrous oxide absorbs oxygen, forms ferric oxide (sesquioxide) and is precipitated, the hydriodic acid being set free. This acid itself is slowly decomposed by the contact of air, iodine being liberated, hydrogen monoxide forming thus:



the reaction between equation No. 2 and 3 taking place almost simultaneously.

Advantages of Glycerin from a Therapeutic Standpoint.

Thus is the preparation constantly changing its chemistry, and, indeed, its physiological action. There are a few things to be said upon this question of physiological action, administration of iodine, etc., which would not seem to be wholly out of place, in this connection. First, we note that iodine, to give results, must be circulated in the blood a specific time in order to permit of its remedial action; and a preparation with glycerin promotes osmosis and exosmosis seemingly more successfully than almost any other solvent, probably due to its hygroscopic character or to its capability of being easily appropriated by living organism.

Medicinally, glycerin is not objectionable; indeed, in instances it is to be preferred to syrup. First, because sugars of the disaccharide class of carbohydrates are contra-indicated in many diseases; then, too, this class of sugars are not digestible until converted by the stomachic secretions into a type of invert sugar, which change frequently progresses to an advanced stage, and produces what we know as "acidity of the stomach" or "fermentative indigestion." Glycerin is open to no such criticism. Yet we must not lose sight of the fact that preparations of ferrous iodide act upon the living organism after the nature of an iron salt, not an iodine preparation, and when we merely look at a preservative in the light of preventing any outward change we are often led into the error of using substances which, to a degree at least, change the nature and systemic action

of the drug or preparation; and this is true in the case of glycerin when used in the syrup of ferrous iodide.

Let us now for a moment consider glucose as a preservative, and then note the advantages and disadvantages of glycerin and glucose as compared with each other.

The Chemical Action of Glucose.

As with glycerin, so with glucose. Its proposed use is not to be considered a revelation to be credited to recent investigators, for the effect of iodine upon sugar was noticed by Lassaigne as early as 1833—that by prolonged boiling of iodine with a solution of cane sugar he obtained a colorless solution; and Millon, in 1845, asserted that iodoform was formed by him by elevating the temperature of a glucose solution to which iodine had been added, the reaction taking place in the presence of an alkaline carbonate.

Professor John M. Maisch, in 1857, noted that direct sunlight would restore the proper color conditions of a discolored syrup of ferrous iodide, while the sunheat, without sunlight, would not accomplish the same end.

What conclusions do we draw from these early investigators? What chemical theory is exemplified? Just this, that preservation and decolorization are brought about by a process of reduction; that as fast as the syrup has been oxidized and iodine liberated, it in turn is reduced and hydriodic acid formed as a product of that reduction.

Lassaigne did not recognize that by boiling iodine and cane sugar solution together he formed in nature an "invert sugar," nor did Millon credit the reducing power of glucose as do we to-day. The same reducing properties of sunlight are here noticed as has always been observed. This principle is an acknowledged chemical fact.

How Glucose Acts.

Glucose, then, acts as a preservative; first, by preventing oxidation, and, further, by reducing after oxidation.

I know that the statement is open to question when we say that glucose reduces the iodine liberated to hydriodic acid, and the dependent subsequent change of ferric sesquioxide, the oxidation product, from the former ferrous state. Many contend that the free iodine unites, or in some undetermined way is digested, as iodine, by glucose, forming an additional compound to saturation, instead of a reduction compound, with the formation of hydriodic acid.

Pre-eminently a Reducing Agent.

Were this conclusion true that glucose merely digests iodine and forms an additional compound, we would be treated with a phenomenon wholly at variance with all former theories, regarding the chemistry of this particular carbohydrate. Were this true, we would be compelled to regard this aldose as an exact counterpart of a hydrocarbon or an alcohol of the olefine series. But this is not good chemistry; this is not the history of its action. It is pre-eminently a reducing agent, stable under ordinary circumstances. To prove that glucose does reduce iodine and form hydriodic acid we carried out the following experiment: A glucose solution of neutral reaction was taken and solution of iodine added until a slight color was imparted to the glucose; a gentle

heat was then applied, color disappearing. Reaction was then found to be acid to litmus; with starch paste, no color was noted; while upon the addition of a small quantity of chlorine water a deep blue color was obtained. We then took 10 Cc. of the solution, added NH_4OH to neutralization, and titrated with decinormal AgNO_3 V. S. (using a few drops K_2CrO_4 T. S. as indicator) until we obtained a permanent pink tint, which required 5.5 Cc. of the AgNO_3 V. S. corresponding to $\frac{1}{2}$ per cent. absolute HI.

Taking this, then, as the best chemistry of the action of glucose, we conclude that hydriodic acid is formed as a product of reduction, and that while the syrup is constantly kept of a light color it is none the less true that hydriodic acid is being formed.

This being true, we ultimately have a preparation which partakes to a degree at least of the nature of an iodine preparation, medicinally, as well as an iron preparation; granting, of course, that this change is an exaggerated incident, as such change would require a long period for consummation, and is merely cited to impress the chemistry of the action of glucose. (See note.)

Summary.

By way of summary, then, we note: That glycerin is a preservative by simply preventing oxidation; that it converts iodine, after liberation, into a non-irritating form, in which form it may be easily taken up by the system, as iodine, and does not act as an iron prep-

Note.—Should a preparation of 10% ferrous iodide in a glucose solution sp. gr. 1.40 be kept so long as to permit of the glucose exercising its limit of reducing influence upon iodine liberated we would have a preparation containing hydriodic acid about $\frac{1}{4}\%$, ferrous iodide 9.358%. Thus:

10% by weight of ferrous iodide would contain 14 gm. in 100 cc. (sp. gr. glucose solution 1.40), of which 11.467 gm. would be iodine; thus:

Molecular Weight.	Molecular Weight.	
FeI_2 : 308.94	I_2 : 253.06	: 14 gm. : X (gm. I.)
		: 14 gm. : X (= 11.467 gm. I. in 14 gm. FeI_2)
		$308.94 \text{ X} = 3542.84 \text{ gm.}$
		$\text{X} = 11.467 \text{ gm. I.}$

In $\frac{1}{4}\%$ HI in glucose [sp. gr. 1.40] we would have 3.7 gm. HI in 100 cc. Then:

HI : 127.53	I : 126.53	: 0.7 gm. : X (gm. I.)
		: 0.7 gm. : X (= 0.6945 gm. I. in 0.7 gm. HI)
		$127.53 \text{ X} = 88.571 \text{ gm.}$
		$\text{X} = 0.6945 \text{ gm.}$ This being the

limit to the reducing power of glucose (sp. gr. 1.40) upon iodine. Then:

11.467 gm. I in 10% FeI_2 (100 cc. official syrup), less 0.6945 gm. I in $\frac{1}{4}\%$ HI (100 cc. of reduced syrup)

Then we have 10.7723 gm. I remaining as FeI_2 in the reduced syrup.

Then:

FeI_2 : 308.94	I_2 : 253.06	: X (% FeI_2 remaining in 100 cc. reduced syrup) : 10.7723 gm. I (as FeI_2 remaining)
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308.94 : 253.06 :: X (= % FeI_2 remaining in 100 cc. reduced syrup) : 10.7723 gm. I (as FeI_2 remaining)

253.06 X = 3328.222408 gm.
X = 13.1124 gm. FeI_2 in 100 cc. "reduced" preparation—

But 14 gm. = 10% by weight in 100 cc. syr. FeI_2 (sp. gr. 1.40). Then 13.1124 gm. = 9.358 by weight (in 100 cc. "reduced" preparation) of FeI_2 .

Although to accomplish this degree of reduction would require a prolonged period.

The formula for preparation should read:

Iron (Bright Wire).....	87 gm. (an excess.)
Iodine	88.72 gm.
Glucose solution (sp. gr. 1.40) q. s.	

To make 1000 gm.
(Using distilled water to make sol. FeI_2).

Standardize the finished preparation to 10% by weight strength by the usual method of adding an excess of $\frac{N}{10}$ AgNO_3 V. S.; dil HNO_3 , and $(\text{Fe}_2(\text{NH}_4)_2(\text{SO}_4)_4 + 24\text{H}_2\text{O})$ V. S., and titrating back the excess of AgNO_3 with $\frac{N}{10}$ KMNO_4 V. S., to permanent tinting.

aration; that glycerin is not objectionable in the preparation, as it is an easily assimilated food for the organism; that glucose is a better preservative—in fact, a good, almost ideal preservative—acting, as it does, both by preventing oxidation and reducing the iodine after liberation; that as a product of oxidation we get ferrous oxide and free iodine, and by reduction we have formed hydriodic acid, and ferric sesquioxide by final oxidation; that, medicinally, glucose is a directly fermentable sugar, easily digested, in fact, a partially predigested food; that glucose is medicinally valuable, inducing copious polyuria; does not pass into the urine, but is oxidized and consumed in the organism, thus acting as a typical food.

Glucose is found in the normal, healthy juices, being the form of sugar into which starchy and saccharine substances are converted by amylase and allied ferments, that they may become soluble, digestible compounds.

Syrup of Ferrous Iodide with Glucose.

We find that by replacing half the syrup by glycerin a much more stable preparation is obtained than by the entire substitution of glycerin for syrup. Then, too, heat in excess should be avoided with the finished preparation, lest a more or less disagreeable odor of an "allyl" character be developed. For these experiments we used the formula as prescribed by the United States Pharmacopœia, with the changes noted above. We do not consider the use of glycerin at all advantageous.

For the formula for the use of glucose we first prepared a glucose solution of 1.40 sp. gr. (as this high sp. gr. is less likely to undergo acetous fermentation) and used the syrup of the United States Pharmacopœia formula. First experiment showed in a short time a precipitate at first flocculent, finally more or less dense.

Upon carrying out a few tests we discovered the presence of a trace of sulphates, and an abundance of chlorides; after eliminating the chlorides with silver nitrate T. S. (in treating the glucose solution, with the object of eliminating chlorides, the solution [sp. gr. 1.40] was reduced to one having a sp. gr. 1.10, and titrated with AgNO_3 T. S. until no further trace of chloride was noted, filtered and again concentrated to sp. gr. 1.40), we again carried out the above experiment, using the glucose solution sp. gr. 1.40; reaction, neutral. The result was a clear permanent preparation.

We then tried half syrup and half glucose solution, with like result; yet this latter would not necessarily be as permanent as the preceding.

After two months' standing each specimen showed a slightly acid reaction.

Points to Be Observed.

In closing this article, we wish to make prominent a few points to be observed in the making of the official syrup, the non-observance of which is the cause of much of the decomposition met with in practice: That the sugar be free from ultramarine, as the presence of this substance causes a slight reddening of the finished syrup; that the sp. gr. be at least 1.35; that the water used be distilled and free from ammonia, as ferrous iodide is an excellent reagent for this gas, and with it gives a yellowish-brown coloration.

Observe that oxidation does not begin

before the preparation has been finished.

Remember that a darkening color does not always indicate presence of iodine; it may be due to the fact that caramelization has begun.

It is bad pharmacy to reclaim syrup ferrous iodide too often.

Always boil the water before using, to dispel ammonia, carbon dioxide and other volatile impurities.

It is a good point when following the official directions to "heat the solution to a boiling," after "having lost the odor of iodine," to heat the solution in a water bath, for by the use of direct heat the solution is often slightly reddened, due to a scorching, caused by too high temperature.

Filter, always through rapid-acting Swiss (or otherwise pure) filter paper.

We deem it a good plan to heat the finished syrup to boiling, to dispel any free iodine by converting it to hydriodic acid, by the aid of the invert sugar caused by boiling the cane sugar solution.

A Quick Method of Sugar-Coating Pills.

Prof. C. S. N. Hallberg, of Chicago, communicates to "Meyer Brothers' Druggist" the following note on a quick method of sugar-coating pills: While gelatin-coated pills leave little to be desired and may be so easily extemporized by the pharmacist through the use of gelatin-capsules, yet there is no disguising the fact that there are many persons who cannot swallow a gelatin-coated pill or capsule without "gagging." Again, there is the serious objection that, under certain conditions, with alkaline instead of acid reaction in the stomach, lack of water, &c., the gelatin coating may not dissolve, as amply illustrated in fever epidemics during the late Spanish-United States war, and from the experience of nearly every physician when prescribing quinine sulphate in gelatin-pill form. Of course, a pill is intended for action in the intestines and not in the stomach, and here the alkalinity of the bile secretions will certainly not favor the solution of the gelatin, and some other coating is therefore desirable. I have, for a number of years past, used milk sugar, since also recommended in Scovill's "Art of Dispensing," and have formulated the following method.

A mixture is prepared of the following powders:

Acacia, pulv.....	2.0
Sacch. lacti.....	8.0

The pills are thoroughly coated with acacia mucilage (U. S.) by quickly rolling the dust-free pills with the fingers on a piece of filter-paper saturated with mucilage laid on a pill tile; the moment the pills are covered they are transferred to a small casserole (capsule with a handle), the bottom of which is covered with a layer of the above powder and quickly rotated, separated with the fingers if necessary, until completely covered with a firm coating. If a heavy coat be not secured, repeat the operation with the mucilage. Transfer the pills to a clean casserole, beaker or box, and rotate or oscillate for several minutes, when the pills will be rounded by attrition, and a fairly firm, deliciously appearing cream-white coating will be attained. The best results are obtained by using from ten to fifty pills for each operation.

THE FORMOSA CAMPHOR MONOPOLY.

By JAMES W. DAVIDSON.

U. S. Consul at Tamsui.

In addition to the information regarding the Formosa camphor monopoly given in my report published in the June 30 issue of the *Advance Sheets of Consular Reports* (see *AMERICAN DRUGGIST* for July 23, p. 19), I have to state that information has been received to the effect that the camphor bureau is prepared to establish a distributing agency in Chicago, if the demand for camphor in that city is sufficient to justify it. It should also be noted by purchasers in the United States that they have the right to demand that supplies be furnished them in New York by the distributing agency at the official prices, viz., Grade A camphor blocks at 107.843 yen per picul (133 pounds), exclusive of import duties, and crude at 89.702 yen per picul. The equivalent in United States gold is, roughly, \$53.92 and \$48.85 respectively.

The so-called "camphor factory" built by the government at the capital, Taihoku (Taipei), is the most imposing in appearance of any of Formosa's industrial establishments. It consists of one main building containing the distilling apparatus for Grade A camphor, one building equipped with the necessary apparatus for the extracting of camphor from camphor oil, a large warehouse for storing the drug, a packing house and numerous outhouses, including a barrack-like quarters for the laborers and neat little cottages for the skilled workmen, officers, etc., connected with the factory. The factory buildings are big, solid structures of brick and stone and provided with not only the latest hydraulic and steam-pressing machinery, but with much apparatus specially designed for the work. The grounds and buildings are illuminated by electricity supplied by the factory's own plant. The buildings impress one as having been erected with the idea of permanency, and the Formosa government evidently hopes to control the camphor situation for many years.

The preparation of the two grades, A and B (crude) camphor, is as follows:

The camphor is obtained by steaming camphor-wood chips in roughly built furnaces set up in the hill districts. A vapor arises from the steaming wood and condenses in cooled wooden receptacles forming a snow-like deposit of camphor, containing, however, some quantity of oil. After removing the camphor from the condenser, it is allowed to drain in tubs, until a considerable portion of the oil has run off. The camphor is then packed in canvas bags and transported to the central office at the capital. The camphor destined for shipment as crude is not subject to further treatment after leaving the country districts. For shipment it is packed by hand in zinc-lined cases holding about 1 picul (133 pounds). This grade is similar in form to the crude camphor exported prior to the establishment of the monopoly, although the government has been able to improve it somewhat in quality.

The camphor for Grade A blocks is treated at the factory described above. The plant possesses six large distilling furnaces measuring some 24 by 12 by 5

feet and two crystallization chambers some 30 by 24 by 24 feet. Several thousand pounds of the crude camphor are placed in one of the large iron retorts, and, after the openings in the latter have been closed and sealed, air is forced in to hasten evaporation. For the first forty-eight hours a slow fire is maintained, which is sufficient, however, to drive off the water and oil, these passing through a pipe leading from the top of the retort into a tank cooled by water. The heat is now increased, and the above pipe having been shut off and a second one opened, the camphor fumes pass through the latter into the crystallization chamber, the roof of which is cooled by running water. Here it crystallizes as flowers of camphor. The camphor is now ready for pressing. This is accomplished by first shaping the camphor into the form of a block by the use of wooden molds. The block is then pressed by steam power, and, lastly, is subjected to a very high hydraulic pressure. The result is a hard, almost opaque brick of practically pure camphor weighing 10 kin (13 1-3 pounds). These blocks are now wrapped in oiled paper and packed in zinc-lined boxes holding ten, and, after receiving the government label of "crude camphor, pressed by the Formosa Government," are handed over to the selling agents. The government factory has at present a yearly capacity of some 2,700,000 pounds of Grade A.

A clerical error in the consular report mentioned above has somewhat obscured the facts relating to the expenditure and receipts of the monopoly. The total Formosa Government expenses, including cost of camphor, are given in the budget for 1900 at 2,127,611 yen (\$1,063,806) and the receipts as 3,455,035 yen (\$1,727,512). This leaves a profit of 1,327,424 yen (\$663,712), or about 84 yen (\$17) a picul (133 pounds). This is taking the maximum production for the year at 39,000 piculs (5,187,000 pounds).

Some 2,000,000 pounds of camphor are consumed in the United States yearly.

A British Consul on the Situation.

The report of the British Consul on the trade of South Formosa includes extended references to the camphor industry which are reproduced below from the "*British and Colonial Druggist*":

The export of camphor and camphor oil increased largely, but the general camphor trade, that is the trade so far as the general trader is concerned, has ceased to exist since the monopoly in that article has been established. As already reported last year the foreign merchant had withdrawn entirely from the business before the monopoly was instituted owing to the insuperable difficulties connected with the working of the camphor stills in the interior. Although, or rather, because it is now under Government supervision with regard to the checking of waste in felling trees and in production generally, the industry is not conducted without a certain amount of danger which no doubt will diminish as time passes. The planting of young trees to make up deficiencies caused by consumption is carried on assiduously by the camphor control offices of the Formosa Government, which is fully alive to the importance of an article, the possession of which gives it such a stronghold over the camphor market.

A new Government refinery will be

opened in 1900, it is stated, and will have capacity for a daily output of about 8,000 pounds. What has so far been refined is said to be of good quality, though it appears to be somewhat rich in oil.

The Formosa Government has courteously afforded the Consul a report on the local camphor industry, of which the following is a free rendering:

Rumors of the establishment of the camphor monopoly regulations caused quotations at home and abroad to rise, even before they were put into force. Manufacturers started working in great haste, and persons otherwise employed threw up their business in order to engage in the production of camphor. Villages in the neighborhood of these manufactories appeared for this reason to be in a thriving condition, some persons finding employment as brokers, others as transport agents, each striving after his own profit, without due appreciation of the limits to which the business could be carried.

The licensing of persons to engage in the camphor business was the first step, and obviously the main principle of the monopoly system; and, notwithstanding the difficulties involved, regulations to that end were enforced, under which illicit stills were destroyed and secret traffic stringently put down. In addition to this the production of any camphor, except that of recognized standards, was put an end to by the authorities, and, in fact, all details of the manufacture were brought into conformity with the regulations.

As a consequence of this, much suffering resulted to the natives and others who were interested in factories, directly or indirectly, but by degrees those who were thrown out of work found other employment.

For the proper ordering of the monopoly six camphor control offices were established in the island at Taihoku, Shin-chiku and Bioritsu in the north, and at Tai-chiu, Kiukho and Ratow in the middle and southern parts of the island, besides which a refinery was started in connection with the Taihoku office, in order to insure uniformity of quality.

All the control offices, excepting Ratow, purchase the crude camphor and camphor oil, but that office itself engages in its production.

All the refining is done at Taihoku, where it is made up into camphor of two classes and transferred to the persons who have contracted for the sales. Camphor oil is packed at all the offices, and is there delivered to the contractors.

The total amount of camphor purchased from the licensed producers or manufactured between August 5, 1899, and March 31, 1900, was 20,437 cwts., and 15,535 cwts. of camphor oil.

When the monopoly was first brought into working order the authorities nominated 26 competitors for the sale of the camphor under contract, for three years, at minimum prices in London, Hamburg, New York and Hong Kong. The successful tenderers were a British firm to whom in 1899 altogether over 700,000 catties (8,333 cwts.) of first and second class were transferred. The camphor oil contracts were taken up by Japanese merchants.

The production of crude camphor is strictly limited under licence, but against the inconvenience caused by official supervision are to be reckoned the advantages of cash payments, sav-

ing of loss by long transport, and protection to life and property.

The camphor control offices are in official connection with the Government police and district offices and obtain from them every support, the Government maintaining a staff of guards or rangers and supplying funds for keeping up friendly relations with the savages.

The report goes on to say that hitherto Formosan camphor was losing its good name in foreign markets owing to crude methods of production, but that the monopoly has done away with all these disabilities, inferior qualities having been got rid of, and more attention paid to the superior grades.

Picric Acid as an Explosive.

The history of picric acid and the picrates as explosives is traced in a report by Captain J. H. Thompson, Chief Inspector of Explosives in England, upon an explosion which occurred at Huddersfield last June. Captain Thompson says: "Picric acid (tri-nitro-phenol) is a nitro-derivative of carbolic acid, and is manufactured by first converting the carbolic acid into phenol-sulphonic acid by means of concentrated sulphuric acid, and then treating this compound with strong nitric acid.

"Picric acid was discovered by Hausmann in 1788, and for nearly a century was used as a dyeing material, without its explosive properties being realized. The fact that many of the picrates, or compounds of picric acid with metallic bases, are explosives, was well known, and mixtures of picric acid and picrates with oxidizing bodies had been frequently proposed as explosive agents; but until December, 1885, when M. Turpin patented the use of picric acid in shells, no proposal had been made to employ this material alone as an explosive. In 1873, Dr. Sprengel, in a paper read before the Chemical Society, remarked incidentally that picric acid alone contains a sufficient amount of oxygen to render it, without the help of foreign oxidizers, a powerful explosive when fired by a detonator. This conjecture was subsequently proved to be correct, and picric acid is now known to be a more powerful explosive than dynamite.

"This fact was first brought prominently into notice in this country by the disastrous explosion which occurred at Cornbrook, near Manchester, in June, 1887. In the following year M. Turpin, the inventor of mellinite, came to England and offered his method of employing the material as an explosive to the Government. As a consequence of this numerous experiments were carried out, and eventually picric acid was introduced into the service under the name of lyddite."

While no case is on record where the acid alone has exploded without first being converted into a picrate during a fire, it is not safe to assume that it will not do so under the influence of a fire, particularly if a large quantity of the acid be involved.

Aging Frangula by Means of Heat.

—As a result of observations made concerning the effect of heat on frangula bark in Aweng's method of assay, Dr. Karl Dieterich ("Pharm. Centralhalle") recommends that, in lieu of keeping the bark for a year before using it, it be artificially aged by heating to a temperature of 100 degrees C. for forty-eight hours.

The Botany and Materia Medica of the Bible.*

BY CHARLES RIDLEY.

NOTWITHSTANDING our regard for the writings of our standard authors and poets, even those of the immortal bard, Shakespeare, of Scott, Byron, Burns, Dickens, or Tennyson, I question whether there is any book whose quotations are so familiar to us as the "Bible." This, with the fact that botany and materia medica constitute a part of our professional studies, is my only excuse for imposing on you a paper nearly as dry as most of the specimens I am going to show you. The all important point to be remembered in studying this subject is that at the time the Scriptures were written the study of botany was unknown; all they knew about it was what they had been taught by observation. They knew that certain seeds produced certain plants, and afterwards certain fruits. Those of us who, during our school days, had to struggle through the Latin Georgics will remember that it was all about agriculture and description of trees, but in it there was no attempt at classification or system. The next point to be remembered is the date when our versions were translated, beginning with Wycliffe's in 1380 A.D., and ending with the present authorized version, 1611 A.D., in which forty-seven divines took part, each of whom took a part of the Scriptures to translate, and then the whole was revised by the faithful forty-seven. Even at this time classification of plants was unknown, as these divines, in practically every case, as far as my subject is concerned, simply brought down the translations of Coverdale and Wycliffe. Another point is that the Hebrews named their herbs and fruit after some characteristic it possessed. This has been of very great service to modern botanists in specifying the plants referred to.

Almond, *Amygdalus communis*. (Gen. xliii, 11; Numbers xvii, 8; Ex. xxxvii, 17-21.) The almond grows wild, and for ages has been cultivated and improved in Syria and Palestine. The Hebrew name *Shaked* means to watch, referring to the fact that the flowers appear before the leaves. It is mentioned first when Jacob sent almonds as part of his gift to Joseph. Aaron's rod that budded was a branch of an almond tree; the bowls of the golden candlestick were designed from the almond blossom. Even at the present time English workmen call the glass drops for ornamenting candlesticks "almonds."

Almug or Algon. (1 Kings x, 11, 12.) This wood was used for the pillars and rails of the Temple, and also for musical instruments. It was imported by Solomon from Ophir. There is no doubt

* Read at a meeting of the Newcastle-on-Tyne and District Chemists' Association and printed in the *Pharmaceutical Journal*

whatever that this was the red sandalwood (*Pterocarpus santalinus*), which is very heavy, fine grained, and still used largely in the East for similar purposes.

Aloes, *Aquilaria agallocha*, N. O. Aquilariaceae. (Psalms lxxv, 8; Proverbs vii, 17; Cant. iv, 14.) This is mentioned many times, and has no connection with our Aloes of Medicine, notwithstanding it is often mentioned in connection with Myrrh (Aloes et Myrrh). It was the odoriferous wood of the eagle tree or lign. aloes, which grew in India, which accounted for its high value, being brought several thousand miles by camel transports. It is still largely used as a fumigation amongst the Orientals. It has no odor unless burnt. Only small portions of the heartwood, too, contain the resin. Solomon, speaking of the harlot, says: "She perfumed her bed with myrrh, aloes and cinnamon."

Anise. (Matt. xxiii, 23.) Only once mentioned, and incorrectly translated. The *Peucedanum graveolens*, or dill plant, which has been cultivated and largely used as a medicine, stimulant and condiment from the earliest times. According to the Talmud, its seeds, leaves and stem were subject to tithe.

Apple. (Cant. ii, 3; vii, 8; Joel i, 12.) This gives a splendid illustration as to the difficulties which our translators had to face; the Hebrew word "Tappach," which has been translated apple, may stand for any fruit with a strong fruity aroma. We read in various parts that the fruit was sweet to taste, that it was pleasing to the nose, and also that the fruit and foliage looked like apples of gold in pictures of silver. There have been many fruits put down as the apple of Scripture, such as the lemon, quince and orange, but none of them answer the descriptions I have referred to. The apple itself does not grow in Palestine, but the apricot, which is universal throughout the country, answers all these requirements as to taste, smell and color, and also the color of the leaves, which are of a very pale green color and very glossy, looking almost white in the bright sunlight. The apricot was not introduced into England till 1471 A.D., consequently our early translators were quite unacquainted with its characteristics.

Balm or Balsam. (Jer. viii, 22; xli, 11.) An oleo resin, which flows from the stem of the *Balsamodendron gileadense*, Kunth, a native of Arabia and Abyssinia, but cultivated in Judaea. From Jericho, Cleopatra obtained some of the plants for her gardens at Heliopolis. It is mentioned in Genesis as part of the merchandise (Gen. xxxvii, 25), also as an article of commerce between the Jews and Tyrians (Ezek. xxvii, 17). Judging from the sayings, "Is there no balm in Gilead. Go into Gilead and take balm," the Jews had evidently great faith in its medicinal properties.

Barley. (Deut. vii, 8.) *Hordeum distichon*, and other varieties, has been cultivated from the earliest times in Palestine; it is mentioned many times. It appears from the Scriptures to have been used for the poorer classes, and the Land of Promise was a land of wheat and barley (food for rich and poor).

Bean, *Faba vulgaris*. (Sam. ii, xvii, 28; Ezek. iv, 9.) Was used both as a vegetable and flour by the Jews. The pulse given to Daniel and his companions was prepared from the bean.

Box, *Buxus longifolia*. (Is. xli, 19; ix,

13.) This is very similar to the box trees growing on Box Hill, but grows to a much larger size. It is largely used for making combs, forks and spoons.

Brambles and Briers, mentioned in Judges and Ezekiel (Judges viii, 7 and 16, Ezek. xi, 6; xxviii, 24), were probably the blackberry; the common species in Palestine is the *Rubus discolor*, and the butchers' broom, *Ruscus asculatus*.

Thistle (Star Thistle), *Centaurea calcitrapa* (Gen. iii, 18; Matt. vii, 16; Hebrews vi, 8).—Very common in the cornfields all over Southern Europe. It is the most common prickly plant of Palestine, great spines proceeding from the involucre of the flower. The Romans imitated this flower in the caltrop of their warfare, and called it, from "calx," Latin for heel, and "trappa," a snare. It was an iron ball with four spikes which, when resting on three, caused the fourth to be erect, and was used to impede cavalry. Thistles tormented part of the punishment recorded in Genesis.

Thorns (Matt. xxvii, 29).—The Crown of Thorns, mentioned in Matthew, might have been made either of the Christ thorn (*Paliurus aculeatus*, or *spina Zizyphus Christi*). Both grow freely about Jerusalem. Both belong to N.O. Rhamnaceæ.

Bulrush, *Papyrus antiquorum* (Ex. ii, 3; Is. xviii, 2).—It grew at one time like a forest on the banks of the Nile; it is now extinct in Egypt, but is found in Nubia. The mother of Moses used this to make the ark in which she placed him; it was also used for making swift vessels to carry ambassadors to the scattered nations. Modern Abyssinians still make vessels of it. It was used for making paper till the seventh century; in fact, our word paper is derived from the Arabic name of the plant, "Babeer."

Cinnamon Cassia, *Calamus*, *Cinnamomum zeylanicum*; *C. cassia*; *Acorus calamus* (Ex. xxx, 23; Ezek. xxvii, 19 were ingredients in the holy anointing oil; *calamus* was sold in the market of Tyre. I would like to call your notice to the composition of anointing oil:

"Take thou Myrrh, Cassia of each 500 shekels, *Calamus* and Cinnamon of each 250 shekels, Olive Oil 1 hin. Make after the art of the Apothecary."

Roughly speaking, this would mean 15 pounds Av. of myrrh and cassia, 7½ pounds *calamus* and cinnamon and 1.077 gallons of oil. I think the only way to dispense this very ancient prescription would be to powder the drugs and make into a thick paste.

Camphire, the Henna plant, *Lawsonia alba*, N.O. Lythariaceæ (Song of Songs).—The bruised leaves give a reddish orange color to the nails, it is still used by the women of Cairo for this purpose; even the nails of mummies are found to be stained with it.

Desire, Caper berry (Eccl. xii, 5).—The unexpanded flower buds of various species of *Capparis*, abundant in Palestine, and largely used as a stimulating condiment.

Cedar (Ezek. xxxi, 3; Is. ii, 13; Kings I v, vi, 4; Ezra iii, 7).—The Cedar of Lebanon, *Cedrus libani*, was the glory of the vegetable kingdom in Palestine, is used in the Scriptures as the symbol of grandeur, and was used in the building of the second Temple. Owing to the want of proper planting it is now rapidly becoming extinct, as it grows to an average height of 100 feet. I could

not very well bring a sample into this room, but I have here a section of the branch and a photograph taken on the spot.

Coriander, *Coriandrum sativum* (Ex. xvi, 31; Numbers xi, 7).—Only once mentioned to illustrate the size of Manna.

Cotton, *Gossypium herbaceum*.—This is not really mentioned in our version, but in Esther i, 6, the word *carpas* has been translated "green." All authorities agree it should have been translated cotton.

Cucumber, *Cucumis sativus*, L., *C. melo*, Linn., with the onion, leek, garlic and melon, grow very largely in Egypt and constitute the principal diet (a very suitable one considering the climate) of the poorer classes. The Israelites acquired the taste for them, and we find them lusting after the good things of Egypt; all the plants I mentioned are enumerated in Numbers xi, 5. Evidently the onion and garlic had the same effect then as it has now on the breath exhaled, as we read the priests were forbidden to eat them.

Cummin, *Cuminum cyminum*, Umbelliferae (Is. xxviii, 25, 27; Matt. xxiii, 23).—Cultivated in Palestine and used as a condiment. We read that the fruits were separated by beating with a rod. Also mentioned as being subject to tithe.

Cypress, *Cupressus sempervirens* (Gen. vi, 14; Is. xlii, 14).—A common tree in Palestine, especially about Lebanon. The wood is very hard and suitable for shipbuilding, and is supposed to be the gopher wood which was used for the Ark. There is excellent corroboration of this, as the Hebrew name for the tree is "Gopher," and Celsius mentions the cypress tree as "Copher;" also it grows abundantly in Chaldaea and Armenia. Some authorities suggest the Syrian juniper (*Juniperus excelsa*).

Ebony, *Diospyros ebenum*, Elbenaceæ (Ezek. xxvii, 15).—The heart wood derived from the date plum tree of Ceylon and Africa. We read of it being imported into Tyre by the men of Dedan.

Fig, *Ficus carica*, Urticaceæ (Kings II, xx, 7).—The fruit was and still is cultivated largely, and used for food. It is generally mentioned along with grapes. The most interesting reference of it, to us, is from Kings, where we read: "Figs were applied to Hezekiah's boil." We all know that figs still are employed as a household remedy for boils, especially gumbolls. I think this treatment will take some beating for antiquity.

Fir (Kings II, xix, 23; Kings I, vi, 15, 34; Sam. II, vi, 5).—The Hebrew word "berosh" is a generic name for several cone-bearing trees, the Aleppo pine, *Pinus halepensis*, and the stone pine, *Pinus pinea*, N.O. Coniferæ. We read of the timber being used for floors, ceilings and doors, also for musical instruments, especially harps.

Fitches, *Nigella sativa*, Ranunculaceæ (Is. xxviii, 25, 27).—Fitches are the seeds of the plant used for flavoring bread and cakes, much in the same way as we use caraway. The seeds occur in a capsule, and are too small to bear the threshing instrument, and must be beaten with a staff.

Flax, *Linum usitatissimum*, Linaceæ (Prov. xxxi, 13).—The earliest material known to have been cultivated for the manufacture of clothing. Mummy cloth was invariably made of flax. Solonon,

speaking of a good wife, says, "She seeketh wool and flax and worketh them." The process known as combing is referred to in Is. xix, 9.

Frankincense, *Boswellia carterii*, B. bhaudajiana, and B. frereana, Birdw., Burseraceæ (Is. lx, 6; Jer. vi, 20; Ex. xxx, 34, 36).—Olibanum is mentioned as being imported from Arabia, but was probably brought from India, "through" Arabia, one of the ingredients of the incense, as also were galbanum, *Ferula galbaniflua*, *Stacte* (storax), *Styrax officinale*, the other ingredients being "onycha," equal parts of each. This onycha was a horny shield attached to the shell of various shellfish, belonging to the Strombus tribe. When burnt it has a strong, pungent odor, and is still used for this purpose in the East.

Gall (Matt. xxvii, 34).—The Hebrew word "rosh" signifies a head, and is supposed to be the capsule of the poppy, probably the *Papaver setigerum*. It was a custom with the Jews to give to dying persons some intoxicant to make them less sensitive to pain, just as we give morphine nowadays, and, as we read, wine mingled with gall, was given to Christ on the cross, I think the supposition that it was a poppy head fits in very well.

Gourd, Wild Vine (Kings II, xiv, 38, 41).—The story of the young prophet who mixed the fruit of the wild vine in mistake for a water melon (*Citrullus vulgaris*, Schrad.) into a dish of pottage, called by the prophet Elisha "death in the pot," was, doubtless, the colocynth (*Citrullus colocynthis*), which grows plentifully about Gilgal. The gourd mentioned in Jonah (iv, 6, 10), *Lagenaria vulgaris*, N.O. Cucurbit., Gourd. Many old authorities took this to be the castor oil plant, the Hebrew name for which was very similar to that for the gourd, but the circumstances mentioned clearly point to the *Lagenaria* as the correct plant, which is still used as a climbing plant to cover and shade the arbores in the East.

Grove, *Tamarix gallica*, Tamariscaceæ (Gen. xxi, 33).—The Hebrew word "eshel" denotes a tree, and the tamarisk, which grows plentifully on the Lower Jordan, is probably the correct solution. (It is marked in the margin of the revised version.)

Heath (Jer. xvii, 6, xlviii, 6).—The word "Arar" has been translated heath. The Arabians have a shrub with this identical name, which is *Callistris quadrivalvis*; there can be little doubt as to identity.

Husks, mentioned in the parable of the Prodigal Son (Luke xv, 16), are the pods of the carob tree, *Ceratonia siliqua*, N.O. Leguminosæ, commonly called here the locust bean, containing about 63 per cent. of sugar. It is to be seen in great sacks on the stalls of the market in all Oriental towns. In April and May these beans fall from the trees in enormous quantities. The natives, being a lazy lot, simply drive the cattle under the trees to feed them. Pigs especially are very fond of them.

(To be continued.)

Tetramethyl-cyanpyridon.—According to Biardi this substance causes contraction of the pupil, and stimulates the ciliary muscles without inducing cramp in them.

Queries and Answers.

We shall be glad, in this department, to respond to calls for information bearing on pharmacy or any of its allied topics, and cordially invite our friends to make use of this column.

The name and address of the inquirer must accompany the communication, not for publication, but to assure attention, as we make it a rule to pay no regard to anonymous correspondence.

Alcohol, Oil Rose Geranium and Formaldehyde in Combination.—R. B. W. writes: "I am trying to combine alcohol, oil of rose geranium and formaldehyde, but I have been unable to make the drugs unite. Will you kindly inform me as to how I may make a clear solution of these ingredients?"

Our correspondent fails to state the amount of oil of rose geranium he desires to incorporate with the alcohol and formaldehyde, or how much formaldehyde he proposes to add to the solution of oil in alcohol. Oil of rose geranium is quite soluble in alcohol, but not in formaldehyde, which is a watery fluid, and the addition of which to a solution of the oil in alcohol would immediately cause separation. The amount of oil of rose geranium which the mixture of alcohol and formaldehyde will take up can be easily determined by experiment. We are unable to hazard a guess in the absence of any information as to the quantities which it is proposed to combine.

Cocaine Prices.—R. B. W.—We give the latest quotations on cocaine muriate in bulk in our "Original Package Prices." The article was advanced in price by the manufacturers on the 11th inst. to \$6.50 per oz. in 25-oz. lots.

Milk of Magnesia.—A. B.—This is preferably made by precipitating the magnesia from magnesium sulphate with an alkali, as follows:

	Parts.
Magnesium sulphate.....	6
Water	20
Solution of potassa, sufficient.	

Dissolve, filter, heat to the boiling point, then gradually add under constant stirring solution of potassa enough to produce an alkaline reaction (determined by litmus). Transfer the precipitate to a filter and wash thoroughly with hot water. Then to the washed magnesia add sufficient cold water, previously deprived of air by boiling, to make the whole weigh 20 parts. One hundred parts of anhydrous magnesia. The addition of about 2 oz. of glycerin to each pint of the milk serves to keep the magnesia longer in suspension.

Dieterich gives the following formula for a

GLYCERINATED MILK OF MAGNESIA.

Magnesia, calcined, light.....	10
Distilled water.....	100
Glycerin	40

Triturate the magnesia with the water, adding it gradually, and then add the glycerin.

The quantities are, of course, taken by weight.

Incompatible Mixture.—J. F. G. asks why the following mixture precipitates:

R Ammonii chloridi.....	3ij
Potassium bicarb.....	3ij
Aque ad.....	5vj

M. fl. mixt.

The precipitate is ammonium carbonate formed by interaction between the ammonium chloride and bicarbonate of potash. Ammonium carbonate being less soluble than either of the other salts is thrown out of solution.

S. O. S.—J. A. advises us that he lately received a prescription calling for certain capsules, the directions for taking which read: "One t. i. d., s. o. s.," and he asks us to state what he shall do about the "s. o. s." part, which he does not understand.

S. o. s. is the abbreviated form of the Latin phrase, *Si opus sit*, which, freely translated, stands for "if necessary."

Our correspondent also suggests the publication in the AMERICAN DRUGGIST of a list of the contracted terms most frequently employed in prescription writing with their English equivalents, and we are glad to comply with this request by publishing such a list in another column.

Cinnamon Cordial.—W. H. W. writes: "Could you oblige me with a formula for 'Cinnamon Cordial' in the next issue of your valuable journal. Among my private formulæ I find one for Tinct. Cinnam. et Tinct. Cinchon. Co. & p. e.; but this is not a cordial in any sense of the word. I appeal to you for advice."

This is a modified elixir corresponding to a French liqueur. It is in our opinion best made as follows:

Ol. cinnamon.....	3iss
Alcohol	3ij
Magnes. carb.....	3ij
Aque	ad Ov

Dissolve the oil in the alcohol and pour into the water previously mixed with the magnesia; shake occasionally, and in four hours filter. Then place in a large funnel over two layers of twilled cotton 6 inches square

Sacch. alb.....lb. iv.

Percolate the filtrate through this until the whole of the sugar is dissolved, and make up to 20 pints with simple syrup. Color with caramel.

Hager gives a simpler formula for a "Zimmitliqueur," which reads:

Ol. cinnamon.....	Gm. 4.0
Alcohol	Lt. 3.5
Syrup simpl.....	Gm. 2,700.0
Aquae destillat.....	Gm. 4,600.0

The color may be deepened by the addition of burnt sugar.

The following are quoted by Hiss in "Manual of Beverages":

I.

Cassia bark.....	ozs. 2
Cassia buds.....	ozs. 4
Alcohol, deodorized.....	f. ozs. 52
Sugar	ozs. 28
Water, enough to make.....	gal. 1

Reduce the bark and buds to coarse powder, macerate with the alcohol for 14 days, agitating occasionally, strain and express; dissolve the sugar in the water, mix the two liquids, color brown [with caramel], and filter clear.

II.

Oil of cinnamon, true.....	drops 15
Oil of lemon, pure and fresh.....	drops 10
Oil of orange, pure and fresh	drops 10
Tincture of cardamom.....	f. dr. 1½
Sugar	lbs. 3
Alcohol, deodorized.....	pints 3
Water, distilled, enough to make	gal. 1

Dissolve the oils in the alcohol, the sugar in the water, mix all and filter clear.

Under the title "Syrup of Cinnamon," the Austrian Pharmacopœia gives the following:

Cinnamon in coarse powder....	25
Alcoholic cinnamon water.....	125
Sugar	160

Digest the cinnamon with the cinnamon water for 24 hours, strain off 100 parts and dissolve the sugar in this liquid.

The formula of the German Pharmacopœia is as follows:

Chinese cinnamon in coarse powder.1	
Cinnamon water.....	5
Sugar	6

Digest the cinnamon in the cinnamon water for 24 hours, and in four parts of the filtrate dissolve the sugar.

The Swiss Pharmacopœia directs the maceration of 1 part of cinnamon in No. 4 powder with 5 parts of white wine, filtration and solution in the 4 parts of the resulting liquid of 6 parts of sugar.

The French codex is content with simple solution of sugar, 18 parts in cinnamon water, 10 parts, while our own National Formulary prescribes:

Cinnamon (cassia) in moderately coarse powder.....	Gm. 100
Alcohol	Cc. 50
Sugar	Gm. 700
Cinnamon water, sufficient to make	Cc. 1,000

The directions for preparing this syrup, cordial, elixir, or whatever you may wish to call it, are as follows: Mix the alcohol with 450 Cc. of cinnamon water, moisten the cinnamon with a sufficient quantity of this menstruum, and allow it to macerate for about two hours. Then transfer it to a small percolator, and percolate in the usual manner, using first the remainder of the menstruum above directed, and afterward, cinnamon water. Collect the first 500 Cc. of the percolate separately, and dissolve in it the sugar. Then collect an additional quantity of percolate and add it to the syrup, so as to make 1,000 Cc.

Our preference is for one or the other of the first four formulas quoted as these belong more properly to the type of liqueur or cordial.

Mrs. Winslow's Soothing Syrup.—G. W. S.: This article is the property of the Anglo-American Drug Co., of No. 215 Fulton Street, New York City.

Correspondence.

The Amended Resolution.

To the Editor:

Sir: That part of Resolution B referring to price-list and number of dealers in a locality necessary for organization to designate cutters was finally eliminated from the resolution as first offered for adoption. I believe the rest of the resolution as finally adopted justifies local associations in adhering to the percentage of druggists necessary in a given locality for organization. One section of the resolution reads: "That we reaffirm our belief in the efficacy of the plan, and our fidelity to its provisions." The plan, as approved by the three associations, reads: "The aggressive cutter is defined as a dealer who is designated as such by not less than 75 per cent. of the local retail druggists." This is the policy adopted by the joint associations, and only by a conference of the representatives of these associations can this be changed.

The intention of Resolution B was not to conflict with the present plan, but to indorse it. The abolition of the percentage clause would cause endless confusion, the incentive for increasing membership in local associations would be gone, and a small body of men in a locality would consider that they were judges of the best course to pursue in abating the cutting evil, if the majority were not insisted upon by the plan. Places that had only a minority membership would insist on the Executive Committee taking care of them. My belief is that the percentage (75), as agreed on in the tripartite plan is still binding.

In regard to a price-list, this is a matter that can be left to local associations to determine for themselves. In many cases a schedule of prices is not necessary to locate a cutter; a visit to one who is under suspicion will soon prove how he stands on prices. Forget the past, and before posting him as a cutter give all a chance to decide on which side they will cast their lot.

When a doubt exists as to the best method to be adopted in any locality the Executive Committee should be consulted. This committee is composed of men who are always willing to help when they can. They have had a wide experience and can often smooth the way for success.

This is a time for action; the future of the N. A. R. D. is bright with promise of success if the retail druggists will only stand together. The officers of the N. A. R. D. are of the right timber. Now let the retail druggist come forth and put his shoulder to the wheel when called on to act.

JOHN C. GALLAGHER.

Jersey City, N. J., Oct. 9, 1900.

Pharmaceutical Substitution.

To the Editor:

Sir: The question of substitution is vital to all pharmacists who have the welfare and the good name of their profession at heart. It is hard to see how too much can be written upon the subject for their benefit, but at the same

time it is difficult to determine just what results are to be obtained by a full and free exposition. Vain seems to be the hope that the offenders will reform—vain that any method can be devised to bring about the total abolition of the offense.

In our stores no substitution of any kind is permitted under any pretense. Not even the name of the firm is permitted to be used on plasters, and there are few retail establishments where this is not allowed. J. N. Hegeman, when alive, insisted upon this rule, however, and it has been lived up to since his death. Substitution in plasters is no new thing. How many of us know of the belladonna plaster, for instance, that does not contain enough of that drug to expand the pupil of a man's eye on a dark night!

What is my definition of substitution? When a customer comes in and asks for a certain article which has been advertised, and the clerk endeavors to give him something else, claiming that it is just as good as the advertised article. That is substitution. The substituted article may be even better than the one called for, but the retail druggist doesn't know it.

Substitution is quite general, and is practiced by the large drug cutters and the department stores. They have made up their deficiencies—for deficiencies are sure to come when no provision is made for profits from sales—by these substitutions.

The present tendency is toward an increase of the unwholesome practice because of the difficulty which druggists have to make a decent living, for a large part of their business consists of selling proprietary articles at cost or less. A legitimate pharmacist suffers by the practice of substitution, because he loses favor with his regular trade. Cutters and department stores do not suffer, because their trade is transient and they do not sustain any personal relations with their customers.

As for the substitution of drugs in prescriptions, it cannot be too strongly condemned. There are always inferior drugs in the market. They are sold, so that it is only fair to infer that they are used, instead of the full strength standard drugs. Much of this cannot be charged to the department stores and cutters, for they do but little prescription business, a first-class physician seldom dreaming of sending to them.

Can we overcome the evil? There is no way we know of except to colonize the excess of retail druggists on farm lands and form another George Junior Republic.

The J. N. Hegeman Co. (Corp.)
New York, Sept. 26, 1900.

A Criticism of the N. A. R. D. Plan.

To the Editor:

Sir: We trust that the members of the N. A. R. D. will not be offended if we offer a criticism through your publication.

To our mind it is preposterous to defer placing any cutter's name on the N. A. R. D.'s proposed list of cutters until 75 per cent. of the druggists of any given locality vote him to be a cutter.

The aggressive cutters are so well known that it would be a work of supererogation for any local organization

to assemble for the purpose of deciding who the cutters are. We surmise also that there is a feeling on the part of the old line druggists against joint action against any cutter, for the reason that such action would be construed as a confession that the cutter was an important man in the community and the community would be made aware of the action of the local organization to the detriment of all the local druggists, except the cutter.

If a list of cutters is desirable a less public way for obtaining it could easily be devised. While we question the utility of such a list, having tried for several years to cut off cutters from getting our goods, we shall be pleased to aid others in similar efforts, and it may be that concerted action will accomplish what we failed to do alone. Our fear is that such action will be nominal instead of real and that there will be a sufficient number of unreliable jobbers or retailers to defeat the plan.

In our opinion the most practicable way to stop cutting is for the manufacturers to place notices of restrictive conditions of sale upon their proprietary goods and then require jobbers, as a condition of obtaining such goods, to use invoice blanks with restrictive notices thereon, and a list of the protected goods on the backs thereof. If a number of manufacturers were to enforce this plan and contribute to a "defense fund" for litigation purposes, ultimate success, we think, would be assured.

While the reports of the accomplishments of the N. A. R. D. are gratifying to us, we fear a lapse of the prosperous condition, if a better and speedier method of obtaining a list of aggressive cutters is not soon devised and put into operation. Such a list has been expected for more than a year.

Think'st thou existence doth depend on time?
It doth; but actions are our epochs.

Phenyo-Caffein Co.

Worcester, Mass.

Book Notes.

A New Edition of Warner's Reference Book.

W. R. Warner & Co., of Philadelphia, New York and Chicago, have issued a new revised edition of their "Therapeutic Reference Book." The revision has been so radical that it is in many respects an entirely new book. It is intended for free distribution among pharmacists and physicians, and to pharmacists especially is likely to be very serviceable as a work of reference. Among the interesting contents of the work we may enumerate the chapters on "Incompatibles," "Latin Words and Phrases," "Useful Formulæ," "Poisons and Their Antidotes," "Classified Remedies," "Prescription Writing" and "Common Tests."

A New Edition of "Students' Medical Dictionary."

A new enlarged edition (the eleventh) of Gould's "Students' Medical Dictionary" has just been issued from the press of P. Blakiston's Son & Co., 1012 Walnut Street, Philadelphia, price \$2.50.

Advertising Ideas.

Under this heading we shall conduct a practical discussion of store methods and advertising for retail druggists. The Department Editor will be pleased to criticize advertisements, suggest improvements and answer all questions coming within the scope of this department, provided they are accompanied by the name and address of the writer.

ULYSSES G. MANNING,

DEPARTMENT EDITOR.

SAY SOMETHING.

AN advertisement is a salesman. You would not expect a dumb salesman to accomplish much, though he might do a little by making signs. A wooden man could do you some service by holding aloft a sign or some emblem of your business, but you wouldn't expect him to make any direct sales. A good deal of advertising seems to be constructed on this dumb or wooden salesman principle. The ad. lets the public know that John Smith sells drugs and may indicate the way to the store, but gives no reason why you should trade with Smith. The probabilities are that the public already knows that Smith has a drug store, and knows where the store is located. It also knows that Brown and Jones and Johnson have drug stores, and a mere reminder of Smith's store is not going to have any influence whatever.

A druggist in Trenton, N. J., uses five inches of newspaper space to say:

"DRUG STORE CHAT."

Your prescription accurately compounded."

This man's wooden salesman is fitted with a contrivance which enables him to say a few words. The first sentence arrests your attention. It promises something interesting, but you are to be imposed upon, because there is no chat, only one commonplace remark and then the machinery runs down.

YOU CAN'T BE TOO CAREFUL

With your doctor's prescriptions. It is important that they be filled exactly as directed. There is no drug store in the city where such correct attention is given prescriptions as in our prescription department. We also make a special effort to accommodate those who frequently require them quickly. We have a boy to call and deliver prescriptions any place in the city.

**RITTER'S
AVENUE DRUG STORE
507 RIVERSIDE AVE.**

A Small Salesman, but a Live One.

In contrast to this ad. I pick a small one from a Spokane, Wash., paper. Here we have a real salesman, handicapped by the amount of work put upon him, but doing well for his size. Few druggists can afford to use as small a space as this, or to crowd it as badly, yet were they competitors the two-inch man would distance the five-inch one because he says something in his advertising.

A Wisconsin druggist uses about six inches to say:

"BEST PAINTS AND OILS AT HAMBURGER'S."

The little inch and a half Devco ad. would sell far more paint. The latter ad. does not say quite enough, the argument needs rounding out, but as it is will arrest attention, and put the reader in an investigating mood where it does not make a direct sale.

It seems a pity you should make a poor-paint mistake on your house this fall, just because you think lead-and-oil, or some other mixed paint, is as good as Devco ready paint. You'll make no mistake if you use Devco.

It would be well for advertisers to remember that an ad. can be a sign or a salesman. Signs have their uses, but they are out of place in newspapers. You have to have salesmen there if you are to make advertising pay and salesmen must say something.

The Prize Advertisement.

The American Druggist offers a prize of books to the value of \$2, each issue, for the best retail druggist's advertisement. The prize is this time awarded to Frank Christopher, North Lewisburg, O.

CRITICISM AND COMMENT.

The ads. which receive the award this time have not exceptional merit, but they are good. They had a position at top of local page away from all other ads., so that they were bound to be seen. One of the ads. is crowded, and a more effective heading should have been chosen for it, but it is still a good ad. because it is a sensible, argumentative one. The reader of these ads. would be given the impression that Christopher's was a good place to trade. And while these two ads. might not fetch him they are threads in a net of conviction that can finally be woven about

him. The "Sure" ad. is a kind that should not be used too freely. The same argument can be worked into ads. for definite items of stock, and will be more effective in this connection.

Blind Headings.

Jno. E. Allen, Columblana, Ohio, sends the following ad. for criticism.

It is just

This way. When we are buying Drugs, Chemicals, Pharmaceuticals, or Sundries, we have in view the purpose for which we buy them and money is no object. We buy the BEST. We fill your prescriptions with the best goods we can get. Our prices are as low as the high quality of the medicines will permit. Shoddy goods and shoddy prices go together. We don't handle shoddy goods. On the above basis bring us your prescriptions, we'll be pleased to serve you.

John E. Allen, Apothecary.

This is a pretty good ad. of its kind, but as I have had occasion to say a good many times, is not the best kind. A general ad. of this kind can wisely be used every few weeks, but there are

Preparing Veterinary Medicines

Is a feature of our Prescription Department upon which we pride ourselves.

We do not slight such prescriptions simply because the medicines are to be given to domestic animals. Drugs and chemicals of doubtful quality are not

"GOOD ENOUGH" AT OUR STORE.

This is why you should bring us your prescriptions for Condition Powders, Liniments, Poultry Medicines, Hog Cholera Remedies, etc.

CHRISTOPHER,

DRUGS AND BOOKS,

S. E. KITE, Assistant.

NORTH LEWISBURG, OHIO.

One of the Prize Advertisements.

many who stick to this sort of thing in season and out. The heading of this ad. is not good. Blind headings are never good unless there is some special reason for their being blind—which is a rare contingency. A heading ought to be complete of itself without reading into the ad. It should embody the sense of the ad. when possible, as it then becomes an ad. of itself, and will accomplish something among those who won't

read the entire ad. Such a heading also attracts to the ad. those to whom it is most apt to appeal. For this ad. the logical heading was:

SHUN
SHODDY
DRUGS.

An Ad Foundry.

Emery J. Eastman, Gold Hill, Ore., sends a batch of home written and home printed advertising. It includes little booklets, folders and slips which he has gotten out during spare hours. The assortment is very creditable, and the continual distribution of this advertising should bring results. Druggists who have no papers or poor newspaper service can soon get their money

SAFE.

A FEW REASONS WHY CHRISTOPHER'S IS A SAFE PLACE TO BUY DRUGS, ETC.

Because we get our supply of one of the largest and most reliable wholesale houses in the country, thereby insuring safe goods.

Because we buy some of the most popular remedies direct from the manufacturers.

Because our prices are as low as SAFE GOODS will permit.

Because we stand ready to make every sale satisfactory. Money back if you want it—this makes everybody safe.

Because we make a specialty of pleasing customers. Give us a chance to please you.

These few reasons, with many others, have established our reputation as being safe. When you think of Drugs, think of us and be SAFE.

CHRISTOPHER,

DRUGS AND BOOKS.

S. E. KITE, Assistant.

NORTH LEWISBURG, : OHIO.

One of the Prize Advertisements.

out of a small hand press. It enables them to put spare time to profitable use.

Cut Out the Story.

C. V. Green, Braceville, Ill., sends a booklet and circular. The booklet is entitled "Where Ignorance is Not Bliss. A Storyette." This is evidently of syndicate origin, and the stories are so labored and impossible that they are as apt to injure as to help the sale of the preparations advertised. A bad yarn is not apt to do good remedies any good. There are sensible, truthful, interesting things that can be said about them, and these things should afford the material for their advertising. If the booklet consisted of sincere little talks about the remedies, with the dreary attempt at story telling omitted, it would have far greater weight. The circular sent is better. It gives very good reasons why stock owners should use Green's Condi-

tion Powder. It could be improved by giving additional reasons which I have no doubt exist.

Good Store Paper.

Frank H. Thomas, Wyoming, Iowa, calls his store paper "Glad Tidings." I would call it Drug Tidings, or Thomas' Tidings, because that tells better what it is. This is a better paper than the ordinary, and ought to do Mr. Thomas some good. It consists of four pages, and contains a railway time table, some recipes, household hints and a little humor. The most of the space is given to advertising, as it should be. Some of the subjects are approached in the following fashion:

"Scientists have discovered that a cigar contains acetic, tannic, butyric, valeric, prussic and carbolic acids, creosote, ammonia, sulphureted hydrogen, pyridine, veridine, picaline and rubidine, to say nothing of cabbageine and burdockic acid. If you bought all these drugs at a drug store they would cost \$3.75, while a good cigar can be bought for a nickel."

This precedes an ad. for Thomas' Pill-roller cigar.

A Hoboken druggist has the following jingle in his window:

"Come in from the heat and take a seat,
And drink a sparkling glass
Of soda fine, for there's no wine
Its coolness can surpass!"

Anglo-Japanese Signs.

The "Century" gives some samples of the way the Japanese sign-painters deal with the English language when they paint business signs. The instances given below are familiar in Tokio and other Japanese cities.

A sign in Tokio announces:

A TAILOR CUT TO ORDER.

Another one informs us

PHOTOGRAPHER EXECUTED HERE.

A hatter in Kobe announces that he sells

GENERAL SHORT STRAW HAT.

And another informs the public that he is a

DEALAR NEWANDSTILISHSTRAWHAT.

WILL MAKE TO ORDER.

Some of the signs really seem to suggest needed English words, like

BUTCHERY AND PROVISIONS.

Why not "butchery?" Another tells us that he deals in

SOFT GOODS.

He does not mean "soft drinks," either, but soft woolen goods. A baker tells us that he keeps a

BAKETRY.

Another sign, which I daily passed for nearly a week, told the world that within dwelt

THE INVENTOR OF KOBE,

though what he invented, or when, or why, deponent saith not. A merchant in Osaka has hung out his shingle with superfluous articles, as follows:

PATENT THE CHARCOAL PATENT THE

POCKET STOVE.

The conjunctions are almost as difficult for the average sign painter to master. Consequently he sometimes tells the world of a

HOUSE SHIP AND PAINTER.

or that within there is for sale

SHOTTINGAN POWDER AND.

A glance at the rifles, shotguns and powder horns within makes the sign plain.

Soda-Water Fountains in Great Britain.

Marshal Halstead, U. S. consul at Birmingham, England, reports that in a window of a chemist's shop (drug store) in the Grand Hotel Block, on Colmore Row, Birmingham, there has been for two months a sign on an American soda fountain advertising various sodas and phosphates. The fountain has been a striking success. The proprietor is an enterprising man who is ready to try new things. Following the installation of the fountain came hot weather, and on one day he sold one thousand glasses of various flavors; on other days, six or seven hundred glasses; and even during recent cooler weather there has been a profitable business. The winter use of the soda fountain having been explained, he expects to build up a hot-beef-tea, hot-clam-juice (if he can get the clam juice) and soda-tonics trade. It was not possible to introduce ice cream soda this season, owing to the small size of the shop. Doctors called and denounced the use of soda water, fearing harmful effects from the dangerous ice-cold liquid, and then took it themselves, just as they do at home. The success of this fountain is another indication of the growth of the ice habit in England. Colmore Row is a great thoroughfare, but is not as likely a place for a soda water fountain as is crowded New Street. It seems that an American soda fountain syndicate has taken up the matter of the introduction of soda water fountains in England, and is determined to, and will, succeed. They offered inducements this summer in prices, etc., to any one in any British city who would put in the first fountain, and a number of cities have them now in successful operation.

A Fine Distinction.

A young downtown drug clerk who had heard the story of the colored woman who had asked for flesh-colored court plaster and was given black by the observant dealer, stored the incident away in his mental dust box and decided to use it at the first opportunity. He had not long to wait, for a few nights ago a comely colored girl stepped into the store where he was employed. "Ah wants some cou't plastah," she said. "What color?" inquired the clerk with affected nonchalance.

"Flesh-culluh, sah."

Trembling in his shoes and keeping within easy reach of a heavy pestle, the clerk handed the woman a box of black court-plaster, and he was surprised at the time that the situation afforded so little humor. The woman opened the box with a deliberation that was ominous, but she was unruffled when she noted the color of the contents.

"Ah guess yo' mus 'a misunderstood mah ordah. Ah asked foh flesh-cullah and yo' done give me skin-cullah."

The drug clerk is still a little dazed from the encounter, and he has firmly resolved to subject every joke to a rigid laboratory test hereafter before using.

—Pittsburgh "Daily News."

"What is the action of disinfectants?" was asked of a medical student.

"They smell so bad that people open the door and fresh air gets in," was the reply.

Philadelphia Druggists' Association.

IN THE VAN OF THE N. A. R. D. MOVEMENT.

Active Work Being Pushed in the Quaker City.

Achievements of the N. A. R. D.—Moving Against Department Stores and Free Dispensaries—Mr. Holliday Settles Down to a Quiet Life—Prospects of a Price Schedule—Reports by Delegates to the N. A. R. D.

The October meeting of the Philadelphia Association of Retail Druggists was held, as usual, in the Museum Hall of the Philadelphia College of Pharmacy, Friday, October 5, and was attended by one of the largest, most enthusiastic and representative gatherings of members of the year.

Word from Burlington County.

After calling the meeting to order and hearing the reading of the minutes of the last meeting, President McIntyre informed the members that the Burlington County (N. J.) Retail Druggists' Association was present in a body, and in a few well chosen words of welcome he proffered the privileges of the floor and debate to the visitors. Mr. Thorn, replying for the Burlington County Association, said that his association had just held its meeting and election of officers in one of the college rooms, by courtesy of the faculty, and that now they had the pleasure of meeting the members of a body that had done more than any other to encourage them in their work. Although a small body, the Burlington County Association had accomplished much good, and, with the co-operation of the P. A. R. D., they hoped to do much more. One thing in particular that the P. A. R. D. had done of late was of the utmost benefit to country druggists—viz, heading off department store "drug stores" by the exercise of common sense methods, for, if department stores entered into competition with country druggists in the sale of many articles, much valuable trade would be lost to these members. President-Elect Williams also gave voice to a few words of thanks to the Philadelphia Association.

First Vice-President Poley, chairman of the Committee on County Organization, responded to Mr. Thorn's address, pledging his committee to do all in its power to aid the Burlington County Association in its proposed work among the druggists of near-by cities and towns, encouraging them in their plans. Speaking of "cut-rate evils," Mr. Poley related an experience with one of the leading cutters of the city, who had said that where he had the advantage of the smaller druggists was that he cut on patent medicines only, and would not think of cutting on prescriptions, as did many druggists who put their skill on a level below that of a plumber or tinker. This, he thought, could well be taken home by every druggist and pondered over, for this is one of the worst evils of the day, and one that loses them more money than do cut-prices on patents.

Shoemaker & Busch Define Their Position.

The report of the recording secretary followed, in which a letter from Shoemaker & Busch, defining their position in the question of supplying "department drug stores" was read. Shoemaker & Busch took the position that

it would be greatly detrimental to the drug trade if these methods took root in this city, and declared that they would absolutely refuse to supply such stores with goods.

The financial secretary reported receipts of \$74 from 55 members, and \$10.25 from Mr. Perry, N. A. R. D. delegation, leaving a balance of \$415.09 in the treasury.

The Executive Committee reported four new members: G. P. Weaver, 6301 Woodland Avenue; D. L. Witmer & Bro., Fifth and Germantown Avenues; N. S. Steltzer, Seventh and Cambria Streets; N. Pennypacker, Fifth and Callowhill Streets. Bills to the amount of \$21.90 had been audited and passed. This report was adopted by the meeting.

The Committee on County Organization, Mr. Poley, had no report, but the matters of the New Jersey towns and a communication from Pottstown, where the retail druggists are very anxious to form an association, was referred to it by Mr. Perry, who had been in communication with parties in Pottstown.

President McIntyre then announced that he had given a great deal of thought to the formation of a committee on "Free Dispensaries," to act with similar committees from the State Pharmaceutical and Medical Associations, owing to the importance of the question, and that he had appointed Messrs. Warrington, Myers and Milligan to act on this committee.

The Interview with Lit Bros.

Mr. Eppstein, chairman of the Committee on Lit Bros., in offering his report, said that he presumed that every member was aware of the success that had followed the committee's work. The committee had been very pleasantly received by J. D. Lit, by appointment, on Monday, September 17. After a presentation of the druggists' side of the question and a discussion fully entering into every phase of the matter, Mr. Lit asked for a short time to return his firm's answer. During the discussion, Mr. Lit mentioned that his firm had on hand quite a stock of Beef, Iron and Wine, and similar articles, and that this would be a loss to them in the event that they gave up their "drug store." The committee suggested that the members of the P. A. R. D. could possibly take this off the firm's hands, a suggestion that seemed to make a very good impression. In due course of time, the committee received a notice from Lit Bros. that they had decided to abandon their idea of a drug store, in view of the feeling on the part of the retail druggists of the city and the arguments that had been laid before them.

Drugs in Department Stores.

Mr. Campbell, a member of this committee, then called the attention of the meeting to the fact that other depart-

ment stores were selling articles within the province of the druggist. He and Mr. Shull had visited the following firms, with these results: Gimbel Brothers, Beef, Iron and Wine for sale at 39 cents a pint bottle; samples were being given to all comers by the young lady in charge; Strawbridge & Clothier, Beef, Iron & Wine for sale at 49 cents per pint bottle, no samples; Wanamaker, Beef, Iron and Wine at 65 cents per pint bottle, Emulsion Cod-liver Oil at 65 cents per pint bottle, Elixir Iron, Quinine and Strychnine at 75 cents per pint bottle, and Quinine Pills were for sale; Snellenburg, nothing. The Beef, Iron and Wine was labeled "Liebig's" and was made by Mattison, of Providence, R. I. In calling attention to this condition, Mr. Campbell earnestly recommended that the P. A. R. D. take some action in the question. An earnest debate followed, in which it was plainly expressed as the sentiment of the members present that the sale of these and similar medicinal preparations by department stores was inimical both to the interests of the druggists and the public, the latter having no guarantee as to quality or purity of such articles. On motion of Mr. Poley, the committee appointed to wait on Lit Bros. was continued with authority to act in the present matters, and to visit the firms mentioned and others, to endeavor to cause them to discontinue the sale of medicinal preparations. A vote of thanks was given to the committee for its successful handling of the Lit case. The advisability of buying in Lit Bros.' stock was left in the hands of the Executive Committee to decide as to future action.

Mr. Holliday in Peace and Quiet.

At this point Mr. Holliday, Chairman of the National Executive Committee, was introduced by J. C. Perry, who announced to the members that Mr. Holliday would be a citizen of Philadelphia for the coming year, being associated with Mr. Shoemaker, of the National Wholesale Druggists' Association in N. A. R. D. work. Mr. Holliday spoke of the high esteem in which the P. A. R. D. and its work was held by the National Association officials; it being looked upon as the banner association, both as to membership and activity. He pointed out the successful action of the Association in the Lit case as a proof of the benefits of organization, a success which he, as a National officer, felt to be of the utmost importance as establishing a most excellent precedent, and expressed his firm belief that better prices all along the line would soon come in Philadelphia. Mentioning the fact of his duties for the next year being in Philadelphia, he hoped that he would be kept in close touch with the P. A. R. D., an affiliated branch of the N. A. R. D., of which he was very proud.

Messrs. Perry, Poley, and McIntyre spoke briefly in reply.

Reports from Detroit.

Chairman J. C. Perry, of the Delegation to the National Convention at Detroit, then presented the report of the delegates. Giving briefly the opening features of the Convention, at which every Philadelphia delegate was present, Mr. Perry spoke eloquently of the enthusiasm and earnestness of the delegates there present. He urged every member to read the published reports

of the Convention, and of the Proprietors' and Jobbers' meetings also, and to reflect upon the vast amount of work that had been done for the retail druggists by these bodies. Certain resolutions passed in the several conventions were then read, as outlining what had been done, the importance of "Resolution B," as amended, being dwelt upon particularly; the result of these resolutions being to place the question of regulating prices, locating cutters, etc., in the hands of local associations with full power given them to act. "Nothing," he said, "now remains but to perfect our organization and reap the fruits of the labors of the past year; make friends of your competitors, and instead of trying to cut under his prices, get together both of you and agree on better prices." The social features of the Convention were pleasantly referred to, with mention of the very cordial reception given the delegates by Parke, Davis & Co., and members were urged to take advantage of the offer of the Sterling Remedy Company, and thereby help the treasury of the National Association. Blanks for these orders would be received by druggists about the 15th of the month. A balance of \$10.25 from the \$175 appropriated by the Association for expenses of the delegates had been returned to the treasurer. President McIntyre, one of the delegates, now took the floor and spoke of his experiences at the Convention. What he wished to impress most upon members was the action of the N. A. R. D. in "Resolution B;" cutters could now be located, reported to jobbers and cut off from supplies with the least possible embarrassment from any interpretation of the "Trust Laws" of certain States. He also expressed his earnest conviction of the earnestness and enthusiasm of the Convention.

Delegate Rumsey followed in a short address. He also spoke of the value of "Resolution B," and the work of organization was urged upon every member. In referring to the offer of the Sterling Remedy Company to donate \$1 for every \$10, net, order received in the next sixty days to the National Treasury, Mr. Rumsey said that he hoped that the members of the P. A. R. D. would head the list of contributors, for the goods sold by this company were all good sellers and gave good profits, so the druggist who bought would lose nothing and would be aiding his association without a cent of expense to himself.

A motion to give the members of the delegation a vote of thanks for their efficient services at the Convention was unanimously adopted.

Dr. C. B. Lowe then spoke of the forthcoming series of pharmaceutical meetings to be held at the College during the winter, and, for the Faculty, invited the Association to attend. He also requested that every member bring any difficult or unusual prescription or pharmaceutical stumbling block to the College for advice and mutual benefits, as it was the wish of the College to be of as much service and use as possible to the pharmacists of the city.

1 Cutters Agree to Price Schedule Idea.

Mr. Perry now brought up the matter of "price schedule." He said that replies as to the position they would assume toward a uniform price-list had been received from practically every cutter in the city, and that only one

persisted in defying the wishes of the majority, as expressed by their pledges to maintain prices. The most active and largest cutter in Philadelphia had promised a committee, of which National Committeeman Holliday was a member, to submit a list of articles on which he was willing to advance prices within the next forty-eight hours. Speaking of this, Mr. Holliday said that this alone was worth all the labors of the local Association, for this gentleman had been brought to see that his interests were the same as his smaller competitors, and that he had met the committee with a spirit of good-will and fairness that was certainly most encouraging. Answering a member's question as to the position of the "Proprietors" in the matter of "non-secret remedies" being sold by druggists and jobbers, Mr. Holliday said that wherever a jobbing house had been making a "patent medicine," which had an established sale, this was not expected to be discontinued, nor was the retailer expected to stop the sale of his own remedies or a line of "non-secrets." But the demand of the proprietors was that when an article was called for by name the druggist should furnish it without seeking to force his own or another on the customer; however, when a "good remedy for so-and-so" was asked for, then the druggist could use his discretion and eloquence to sell what he thought best. Speaking on this topic Mr. Holliday expressed his belief that the course of every honest and conscientious druggist would be to comply with this not unreasonable demand, provided, of course, the proprietors kept their part of the agreement not to supply cutters. No complaints had as yet been heard of, and the resolution of the proprietors' association was expected to apply to a very few houses only. Several members then spoke of their visits to "cutters" in the various wards; all along this line a most harmonious spirit and feeling were reported, every one visited expressing his willingness to co-operate with the P. A. R. D. in the maintenance of uniform prices.

The Executive Committee here reported through the chairman that at a recent meeting the committee had decided to ask the Association for an appropriation to carry out a thorough and comprehensive scheme of bringing in new members and perfecting the organization of this body. For this purpose it was proposed to employ an organizer who could devote all his time for two or three months to this alone. After a discussion of methods, conditions, etc., participated in by many members, it was decided to allow the Executive Committee \$150 for the salary and expenses of an organizer, and a motion to this effect was carried, leaving the application of the money and the methods of carrying out their plans to the discretion of the committee.

D. L. Witmer then read a few notes to the members on certain phases of the "patent medicine question," which were along the line of the druggist competing, where cut-prices rule, with his own remedies.

A motion by W. L. Cliffe was read by the Recording Secretary, which pledged the P. A. R. D. in favor of commissioned rank being given the military pharmacists of the State Guard, and insisting that a certificate as "registered pharmacist" be a prerequisite to

such appointment. After discussion in which the earnest support of the members present for this just recognition of the claims of the pharmacists in the State service was shown, the resolutions were unanimously passed, and were referred to the Committee on Legislation for action and support. A resolution of Dr. Moses Stearn calling for the opening on Sunday of libraries, art-galleries, etc., to the public was offered, and referred to the same committee for action and report.

Mr. Ott presented a communication from the Chairman of the State Medical Association, Dr. Rosenthal, asking the support of the P. A. R. D. for the repeal of the present "State Pharmacy Law," which is entirely inadequate and unjust, and the formulation and support of a suitable law that will protect both physicians and druggists. This matter, as being of considerable importance, was referred to the Committee on Legislation for their immediate action in communicating with the State Medical Association, and a report was asked for the near future.

President McIntyre here called the attention of the meeting to the fact that a Committee on Legislation had not yet been appointed, so a motion to the effect that one such should be at once appointed was made by Mr. Eppstein and passed by a unanimous vote.

The Burlington County Association members present were now asked to address the meeting. Mr. Thorn, on behalf of his association, spoke very highly of the efficient services that had been rendered by Mr. Rumsey for them at the Detroit Convention, Mr. Rumsey having volunteered to represent them by proxy when it was found that their delegate could not attend the Convention. He tendered the sincere thanks of the Burlington County Association, both to Mr. Rumsey and to the other delegates of the P. A. R. D., who had lent their services to further New Jersey's welfare there. Mr. Rumsey, replying, said that it had been a great pleasure to him to represent such an earnest and active body as that from Burlington County, and that he had felt highly honored by his mission, and hoped that his services had been acceptable.

Other short addresses followed, after which, there being no further business before the Association, the meeting adjourned, every member taking away with him a feeling of hope for better prospects in the near future.

Committees of the N. A. R. D.

President William C. Anderson, of the National Wholesale Druggists' Association, has announced the appointment of the following standing committees:

NATIONAL LEGISLATION.

John C. Gallagher, Jersey City, N. J.
Charles A. Rapelye, Hartford, Conn.
F. W. Herbst, Columbus, Ohio.
Frank N. Drake, San Francisco, Cal.
Henry Willis, Quebec, Canada.

TRADE MARKS AND PATENTS

Lewis C. Hopp, Cleveland, Ohio.
William Bodemann, Chicago, Ill.
P. W. Vaughan, Durham, N. C.
Charles E. Ward, Denver, Col.
D. F. Jones, Watertown, S. Dak.

COMMERCIAL RELATIONS.

W. E. Bingham, Tuscaloosa, Ala.
 Dr. M. L. Porter, Danforth, Maine.
 F. B. Lillie, Guthrie, Okla.
 W. C. Gordon, — W. Va.
 Sid. J. Coffee, — Montana.

PHARMACY LAWS.

J. F. Guerin, Worcester, Mass.
 C. E. Crecellus, New Albany, Ind.
 John H. Pickett, Oskaloosa, Iowa.
 Robert M. Dadd, Milwaukee, Wis.
 W. S. Parker, Lisbon, N. Dak.

FORM OF ORGANIZATION.

A. A. Broadie, Waverly, Iowa.
 W. M. Federman, Kansas City, Mo.
 W. F. Root, Rutland, Vt.
 F. W. Fenn, Wilmington, Del.
 James M. Mann, Seattle, Wash.

AUDITING.

H. F. Hassebrock, St. Louis, Mo.
 H. H. Arrington, Somerville, Ga.
 J. A. Glinocchio, Little Rock, Ark.
 G. Frank Lippold, Cumberland, Md.
 Charles W. Horner, New Orleans, La.

TRANSPORTATION.

W. G. Markell, Pittsburg, Pa.
 George E. Thorpe, Syracuse, N. Y.
 Mason B. Wood, Providence, R. I.
 J. W. Thomas, Jr., Norfolk, Va.
 J. A. Conover, — Fla.
 James L. Hazlett, Hearne, Texas.
 H. A. Small, Kearney, Neb.
 A. A. Pardee, Milwaukee, Wis.
 J. L. Franken, Salt Lake City, Utah.
 Dr. J. A. White, Portland, Ore.

N. A. R. D. NOTES.

The following extract from a letter of one of the officers of the N. A. R. D. to an interested jobber is deserving of the thoughtful consideration of a number of druggists who are apparently waiting for "something to turn up."

It will be impossible for us to comply with the requests contained in your letter, that — be placed on the list of aggressive cutters, unless there is some indication on the part of the druggists of — that they desire price cutting stopped. We have no association in your city, and none of our efforts to form one there have met with encouragement. Our officers and Executive Committee are doing everything that lies in their power to improve the condition of the drug trade of the country; however, you will appreciate that we cannot go into a community and undertake to improve conditions there if the druggists of the locality will do nothing on their own behalf.

Delightfully Frank.

The delightful frankness of the following communication is a sufficient excuse for its publication. It emanates from the secretary of an association whose members get full prices for everything, the direct result of exercising a little common sense:

After three or four years of vigorous and ruinous cutting of prices, we finally got together about two and a half years ago. We called a meeting one night and when we each got a fair look at the other fellow (which was really only a reflection), we involuntarily and spontaneously came to the unanimous conclusion that we were an aggregation of d— fools. We adjourned (as such) sine die, and forthwith organized the — Pharmaceutical Society and went to work on the plan that it was not right nor proper to sell goods at a loss, and, as the story goes, "we lived happily forever after."

The unanimity with which the big and little price demoralizers all over the country are talking and writing against trusts is almost pathetic.

At Peace with Wells & Richardson.

At the session of the N. W. D. A., held Thursday morning, September 20, the following was read:

The Proprietary Goods Committee desires to make a supplementary report to that submitted yesterday.

The following telegram has been received relative to placing the name of the house sending it upon the list of

tour of the immense plant proved a pleasant and edifying experience.

The main laboratory buildings form the four sides of a hollow square, covering an entire city block and inclosing a rectangular court. One of the adjoining blocks is occupied by a vast new laboratory building, 518 feet long, 60 feet deep and three stories high, and a third by the immense twin stables of the Biological Department. A fourth



PARKE, DAVIS & CO.'S LABORATORIES.
 New Annex, 518 feet long.

manufacturers who have selected a definite list of wholesale distributors:

"Burlington, Vt., Sept. 19, 1900.

"F. A. Faxon, Chairman: Our President and Treasurer have arrived to-day from Europe. We have decided to sign Proprietors' agreement.

(Signed) Wells & Richardson Co."

"Respectfully submitted,

"F. A. Faxon, Chairman."

Excursion to Parke, Davis & Co.'s Laboratories.

On Thursday, September 13, the members and friends of the National Association of Retail Druggists were treated to a trip through the pharmaceutical and biological laboratories of Parke, Davis & Co. The members

block is occupied by the bottle factory, buildings for the manufacture and storage of inflammable substances, and the firm's stables for draught horses.

Completely separated from the stock room and occupying the entire western side of the block is the bulk-stock room, an immense department, over 200 feet long and 75 feet wide, lighted on four sides and containing row after row of labeled barrels. These hold thousands of gallons of fluid extracts, which are allowed to age much after the manner of fine wines. A separate apartment contains the stock of bulk elixirs.

The Drug and Chemical Department is conducted on the plan of a well regulated pharmacy. The stock is carefully arranged, and the drugs and chemicals are dispensed by the registered pharmacists in charge only upon requi-



PARKE, DAVIS & CO.'S MAIN LABORATORIES.
 A Bird's-Eye View.

boarded the steamer "Pleasure" at the foot of Woodward Avenue, and on reaching the private wharf of the firm were conducted to the office entrance and through the buildings by the heads of various departments. The party numbered about 400, but so large a crowd of visitors scarcely taxed the resources of this hospitable firm. All were accommodated nicely, and the

sition from the heads of those departments in which they are to be used.

As if by way of diversion, a side trip was made to the stables of the Biological Department, where attractions were seen that would do credit to a county fair. About 200 horses and cattle, probably 2,000 guinea pigs, 200 dozen frogs, besides an abundant supply of rabbits, pigeons, dogs, roosters,

calves, white mice and rats—a veritable menagerie—are here harmoniously assembled in the cause of science. Most of the horses are utilized for the manufacture of diphtheria antitoxin, the remainder being devoted to the production of the antitoxins of lockjaw, tuberculosis, erysipelas, etc. The cattle supply pure vaccine lymph and the smaller animals are used for testing and standardizing certain drugs which are not amenable to chemical analysis. The number of animals runs up, on an average, to 4,500 at all times. The firm also has a complete and separate supply of animals at Walkerville, in Canada.

The Detroit stables consist of two buildings, architecturally alike. Each is an immense brick structure, 160 x 150 feet, the ground floor comprising 24,000 square feet. The floor area of the second story is 5,000 square feet. The lighting, ventilation and sewerage have received most careful attention. All animals used in the preparation of antitoxins and vaccine are thoroughly examined and tested by a competent veterinary surgeon, and every precaution is taken to exclude any that may be diseased. Wholesome food is provided in ample abundance, and the horses are carefully groomed and exercised daily by the numerous attendants. Splendid accommodations are thus provided for the dwellers in this animal domain and careful attention is bestowed upon them.

The various departments visited included the solid extract room, fluid extract department, pressed herb department, analytical department, the scientific library, control department, pill department, tablet department and the department of correspondence. There is also a thoroughly efficient private fire department of 60 well disciplined men. After a complete inspection of the plant the visitors returned to the steamer for a sail across Lake St. Clair to the St. Clair Flats, a twenty mile trip. An excellent supper was served on board the boat and it was quite late before the party reached Detroit on the return trip.

Obituary.

THOMAS MOORE.

On October 12 Thomas Moore, one of Philadelphia's well-known chemists and a lover of church work, died at his late home, 1639 North Broad street, after a few days' illness from pneumonia. Mr. Moore until about fifteen years ago was for more than thirty years previous manager of the laboratories of Powers & Weightman, at the Falls of Schuylkill. He was about 75 years of age and had always enjoyed good health. On Friday morning of the previous week he took a heavy cold, which developed into pneumonia. He seemed to grow better until the day of his death, which was caused by pneumonia hastened by heart failure.

Mr. Moore leaves ten children, five sons and five daughters. One of the latter is the wife of Charles T. Yerker, Jr., who arrived in this city from abroad the day after her father's death.

JACOB P. RUSSEL.

On October 8 Jacob P. Russel, M.D., died at his home, 415 North Thirty-third street, Philadelphia, after a prolonged illness. Mr. Russel was born in Delaware County sixty-four years ago, but came to this city at an early age. He soon became identified with the wholesale drug house of J. W. Campion & Brother, and subsequently with that of Robert Shoemaker. Later he engaged in the retail drug business at Branchtown. Then he took up the study of medicine and graduated as a doctor in 1887. He practiced his profession in Branchtown for some years, but owing to failing health was compelled to give it up. Dr. Russel is survived by a wife and daughter.

Greater New York.

News of the trade in and About the Five Boroughs—Notes of Personal Interest—Changes and New Stores—Trade Gossip.

W. A. Dawson, of Hempstead, N. Y., was a guest at the Drug Club last week.

A regular meeting of the New York College of Pharmacy was held in the college rooms Tuesday, October 16.

Albert B. Baltzly is soon to have another pharmacy; the new one will be located at Ninety-sixth Street and Broadway.

John Albert, Jr., of 225 First avenue, a well-known member of the German Apothecaries' Society, died on October 10 of typhoid fever.

Thomas P. Cook, manager of the New York Quinine & Chemical Works, is on a business trip South. He will be absent about a month.

Fred. Brown, Ph.D., class of '99, N. Y. C. P., has bought the pharmacy of Frank Miles, on Lenox Avenue, between 133d and 134th Streets.

Max Hollander, formerly of Union Hill, N. J., is now the proprietor of the pharmacy of Jones & Co., at the corner of 115th Street and Seventh Avenue.

The New York Credit Men's Association held a business meeting, followed by a dinner, in the rooms of the Drug Trade Club, Thursday evening, October 18.

George Merken, formerly manager of A. Hermann's pharmacy, at the corner of 106th Street and Madison Avenue, is now proprietor, having effected its purchase recently.

A new pharmacy has been opened at Thirty-ninth street and Lexington avenue by Pinus Hertz, formerly manager of the laboratory of the Haas pharmacy, at Thirty-ninth street and Fifth avenue.

The pharmacy of George Hecht, at the corner of Bathgate Avenue and 174th Street, borough of the Bronx, has passed into the possession of Charles Stecher, formerly a clerk with A. L. Goldwater.

Fred. Brown, Ph.D., has resigned his clerkship with A. L. Goldwater and formed a partnership with Mr. Kelly, of the Pelham Farm Kumys Co., to manufacture Fermilae, a preparation similar to Matsoo.

A new pharmacy is being opened on Central Park West and 100th Street, to be known as the "Park Pharmacy." The soda fountain will be furnished by the Matthews branch of the American Soda Fountain Co.

George J. Seabury returned from Europe on the "Deutschland" in time to preside at the opening meeting of the McKinley and Roosevelt and Sound Money Drug, Paint, Oil and Chemical Trades Campaign Club on the 15th inst.

The first meeting of the winter season of the New York Section of the Society of Chemical Industry was held at the Chemists' Club, 108 West Fifty-fifth street, on October 19. Several interesting papers were read. Before the meeting the members dined at the Hotel Grenoble.

On October 16 a meeting of the creditors of William H. Riker, formerly a druggist, at Sixth avenue and Twenty-second street, was held before Referee in Bankruptcy Macgrane Cox, 63 Wall street. About twenty creditors filed their claims. Objection was made to the acceptance of the claim of his father, William B. Riker, for about \$125,000.

A meeting of the Board of Governors of the Drug Trade Club was held on October 10, when the following officers were chosen for the coming year: President, Jesse L. Hopkins; vice-president, William Hamann; treasurer, Alexander Bobb, and secretary, Harry Hall, the two last being re-elected. Three members were chosen, as follows: Resident, George W. Irwin, John N. Ryan, non-resident, W. J. Webber, Boston.

Gilbert T. Roeder, of Reeder Bros., pharmacist, Fourth avenue, corner Thirty-first street, Manhattan, has returned from the Catskills, where he spent several weeks' vacation with his family. Mr. Roeder is a very successful amateur photographer, and he brought with him from the mountains a number of pleasant souvenirs of his stay there in the shape of numerous "snap shots" of rural scenery, animal life, "summer boarder" life, etc.

The Wholesale Druggists' Bowling Association organized last week for the coming season by electing the following officers: President, George J. Seabury; vice-president, S. H. Carragan; treasurer, William J. Carr; secretary, C. E. Meeks. The following is the list of firms represented by bowling clubs in the association: Parke, Davis & Co., Dodge & Olcott, Seabury & Johnson, National Lead Co., General Chemical Co., Lanman & Kemp, Johnson & Johnson, Church & Dwight, and Merck & Co. The first game of the season will be played on Reid's alleys, on Church Street, Saturday afternoon, Oct. 20.

The telephone is reported to be responsible for the engagement of Charles Speecher, a druggist at 174th street and Bathgate avenue, and Miss Carrie Getzeln, formerly an operator in the Melrose central office. Speecher, who is 25 years old, was, eight months ago, a clerk in a pharmacy at Cedar place and Eagle avenue. One of his duties required him to answer telephone calls and give orders by wire. Miss Getzeln frequently responded and he became familiar with her voice. They at first knew each other only as Miss Getzeln and Mr. Speecher. Then Miss Getzeln became "Carrie" and Mr. Speecher was known at the central office as "Charlie." Mr. Speecher called at the home of Miss Getzeln. A relative of Speecher recently died and bequeathed him a moderate fortune. The young man then opened a pharmacy of his own and asked Miss Getzeln to marry him.

A. B. Balsey and Dr. Shibley are in a strange predicament. Some time ago the former rented quarters in the building at Ninety-seventh street and Broadway, entering a ten years' lease of the property and paying a good sum in cash to bind the contract. A short time after he had begun clearing the store to put in his stock of drugs he discovered that another drug store was to be opened at Ninety-seventh street and Broadway, in an adjoining building. The landlords of the buildings in question had been at loggerheads, which caused the building which one or the other originally owned to be divided. When Mr. Balsey rented his store he did not know that Dr. Shibley was to begin business so close, but he soon cultivated Dr. Shibley's friendship. Both found themselves in a strange predicament. Mr. Balsey had signed a ten years' lease and paid some money to guarantee the opening of the store, and Dr. Shibley had done exactly the same thing. The landlords each wanted a drug store in his building.

Recent visitors to the local drug market included H. N. Willis, Pocomoke City, Md.; Allen Brown, Minerville, N. Y.; F. A. Melkie, Baltimore, Md.; William E. Burke, of Marsh & Burke, Princeton, N. J.; M. Bergen, of Bergen & Morris, Red Bank, N. J.; George F. Brown, Rahway, N. J.; Fred. G. Meyer, of Myer Bros. Drug Co., St. Louis; G. W. McLean, representing Parke, Davis & Co. in Mexico and the West Indies; Harvey C. Clark, of Farrand, Williams & Clark, Detroit, Mich.; P. G. Ott, Bangor Pa.; W. A. Dawson, Hempstead, L. I.; F. W. Atwood, Boston; W. H. Sullivan, manager for Dr. Geo. F. Servis, Collinsville, Conn.; I. M. Sweeney, Port Jefferson, L. I.; T. S. Armstrong, Plainfield, N. J.; C. E. Mason, Webster, Mass.; E. C. Frisbie, of Hartford, former president of the N. W. D.; Warren R. Ellis, representative for Parke, Davis & Co. in New Orleans; J. D. Keefe, Portland, Me.; B. B. Gill, Gallon, O.; D. Wiley Baker, of Trenton, N. J.; G. C. Himmelman, druggist, of Akron, O.; S. H. Sarles, Mount Kisco, N. Y.; A. B. Paine, Columbus, O., and C. H. Moore, Baltimore, Md.

WESTERN NEW YORK.

The N. A. R. D. Plan.

HOW THE TRADE FEELS.

Local Association at Work.

Buffalo, October 19.—The Erie County druggists are hard at work on the problem of price regulation, and will do what they can to further the plan proposed by the N. A. R. D. To this end the County Pharmaceutical Association has held several meetings, and on the 8th issued a circular to the members of the trade in the county, setting forth the unsatisfactory condition of the trade and claiming that there is no longer any uniform price and that matters are growing worse. There is no remedy, it asserts, unless there is united action.

It is assumed that no druggist is satisfied with the state of things, and that he is anxious to aid in a movement looking toward a better condition. The circular closes with a notice to look out for a call to a mass meeting that is to be issued as soon as the trade interests committee gets the programme formulated. There appears to be a disposition to work on the part of the leading members of the association, and the plan will be thoroughly tried.

Feeling of the Trade.

As to the feeling of the trade regarding the plan, there is some difference, of course, though it does not appear that any one is prepared to oppose the movement. Charles Stoddart, of Stoddart Bros., gives it as his opinion that there is to be price-cutting whatever is done, and does not, therefore, take a very hopeful view of the outlook. He does not deny that his firm was driven into the business of manufacturing various substitutes of proprietary medicines, establishing a laboratory to enable them to secure what profit there might be in the business. To divide it up with some one else would make it impossible to do business at all. "We could never employ 40 people in this establishment," he said, "unless we made our own specialties."

H. A. Sloan speaks of the movement as something that ought to be made the most of, and adds to his well-known reputation as a straightforward member of the trade by proposing to uphold the hands of the association in the work it has undertaken.

George Reimann takes a hopeful view of the case, and when asked if he thought price-cutting could be stopped he said that it could, but he added that it would take time to do it.

J. A. Lockie pointed to the plan that is in operation in Cleveland as an example of what can be done in that direction. All the city druggists are members of a very strong organization, and without the sanction of the organization it is very difficult to do business there. What one city could do another could also.

Dr. W. G. Gregory said that it all depended on the united action of the members of the trade. If they could be made to stand together the undertaking would succeed, but it would fail if they failed to come together.

As to what is proposed to do with the department stores, nothing is said, as it is apparently felt that the plan is broad

enough to reach them without any strictly local provision in their direction.

The offer of \$1 to the N. A. R. D. for every \$10 worth of goods bought of the Sterling Remedy Company, made at the Detroit meeting by Manager Kramer, of that company, has made its appearance in circular form and will be made the most of, though some of the druggists say that they were in position to obtain his goods as low on former offers as on this one. All the gain would be to the N. A. R. D.

The Erie County Board of Pharmacy,

at its second September meeting, granted the following licenses: Pharmacist, Howard N. Church, Herman A. Dedo, on examination; Albert F. Veeder, Walter E. Strong, Jesse M. Parker, Clifford E. Anthony, assistant to George W. Lindner, all on credentials. The board examined eleven candidates, but was obliged to reject nine of them. Of the successful candidates, Mr. Church is with Hoolihan, Mr. Dedo is proprietor, Mr. Veeder comes from Lyons, N. Y., and has not located yet; Mr. Strong has the position of apothecary at the Buffalo General Hospital; Mr. Parker is with Barger, Mr. Anthony takes charge of the store lately left to him by the death of his father, and Mr. Lindner is with Dr. Gregory.

BUFFALO NOTES.

C. E. Abbott, for 17 years in the Main street pharmacy of J. A. Lockie, has severed his connection in order to take a course in medicine.

At the annual meeting of the Empire State Drug Company in Buffalo the following officers were elected: President, Thomas Stoddart; vice-president, H. J. Dimond; treasurer, George Reimann; secretary, John Peterson; chairman Executive Committee, Neil McEachren.

The Druggists' Bowling Association of Buffalo has again organized for the season, with J. A. Lockie, president; W. H. J. Smith, vice-president; E. C. Randall, secretary and treasurer, and J. L. Perkins, captain. A challenge has already been received from the Commercial Travelers' Association, which will be accepted as soon as the members harden up to the work. A prize has been offered to the best bowler up to the holidays. It is proposed to handicap the best players, so that all shall have the same chance of winning. Other prizes are to be given. Friday afternoon will be the meeting day, at Doherty's alleys on Seneca street.

German Apothecaries Displeased.

Felix Hirsseman, the delegate of the German Apothecaries' Society to the annual convention of the National Association of Retail Druggists at Detroit, made his report to the Verein at a regular meeting on October 4. The German Apothecaries' Society controls the Consolidated Drug Co., of this city, and expected that Mr. Hirsseman would make some effort to secure recognition for the company as legitimate jobbers, but Mr. Hirsseman made no effort in this direction and for this neglect he was taken very severely to task by the members of the Verein, who declined to accept his report, some even going so far as to move the withdrawal of the German Apothecaries' Society from membership in the N. A. R. D. The meeting was addressed by Wm. McIntyre, of Philadelphia, president of the Philadelphia Wholesale Drug Co., Ltd.; Julius Hammer, of the Associated Drug Co.; R. C. Werner, of Brooklyn, and George Gregorius, of New York, president of the Consolidated Drug Co.

MASSACHUSETTS.

The Plan in the East.

WORK OF THE M. S. P. A.

What the Leaders Say.

Boston, October 18.—Some of the leading druggists in this section have been interviewed as to the probability of the N. A. R. D. plan being inaugurated in New England and its subsequent success or failure, and their views are here presented: President Fred A. Hubbard, of the M. S. P. A., believes the plan a good thing and that it ought to be pushed. He thinks there will be a practical test throughout New England this winter and believes it will soon be commenced in Worcester and some of the smaller places. In his opinion the only thing to do is to ask to have the plan put in operation and then all work for its success. The sentiment of some of the retailers is that, having joined the organization, they would like to see some return.

Samuel A. D. Sheppard, Ph.G., stated that the Western druggists who are responsible for the N. A. R. D., were honest, enthusiastic and had been working like beavers. They have done a great deal of good in working up the retail trade of this country. He considers the idea a grand one, and thinks they have done all human beings could do. The workers deserve much praise, whatever the outcome. He is decidedly of the opinion that the organization will indirectly, if not directly, accomplish much good, and this is by bringing retailers to realize the necessity of organization. As a whole the trade does not appreciate the importance of getting together, and in these days of keen competition results cannot be produced without organization. As no action had yet been taken here, Mr. Sheppard stated that no one had a right to prophesy failure or defeat, and as to the plan of stopping cutting, if inaugurated here, that is something that time alone can answer.

William F. Sawyer would like to see the trade in this section put the plan in operation and he is willing to do all in his power to make it a success. He thinks the trade in better trim for action than at any other period, there being more perfect organization than at the time the last movement was inaugurated here in New England.

Henry Canning has had much experience with movements of this character and he believes the N. A. R. D. plan to be as good as the plans tried hitherto, and that the other plans were as good as this. The first plan even was as good as the present one. "If it makes men honest it will be a success, and unless it brings about this result it will be a failure," says Mr. Canning.

Secretary James F. Guerin, of the M. S. P. A., and a delegate to the Detroit Convention, predicts success for the N. A. R. D., and he is enthusiastic over the men who make up the organization. While he believes in the plan he thinks success can only be brought about by those interested giving firm support. He thinks the movement worth pushing and that if all will use the best endeavors it will eventually improve the condition of the retail trade.

M. S. P. A. at Work.

Last Tuesday John G. Godding, Ph.G., chairman of the Committee on Local Organization for the M. S. P. A., called his committee together at Young's Hotel, for the purpose of furthering the work of the M. S. P. A. It was decided that the best thing to do at the present time was to issue a circular to the members of the M. S. P. A., outlining the plan of the N. A. R. D., and request the members to begin the work in organization in their different localities at once.

The annual meeting of the Board of Pharmacy was held at the State House on October 2, George M. Hoyt, Ph.G., the new member, sitting with the board for the first time. The board organized by electing Charles F. Nixon, Ph.G., Leominster, president, and Amos K. Tilden, Boston, secretary. The following resolution was adopted:

"This being the last meeting of the Board of Registration in Pharmacy at which President John Larrabee will meet the board in his official capacity, his term of office expiring by the statute of limitation on September 30, we hereby express our regret at this time upon being called to sever our official relations with each other.

"In the capacity of presiding officer he has been efficient, courteous and kind to all. May his future be prosperous and happy."

Mr. Rose Resigns.

Alfred E. Rose has resigned as treasurer and general manager of the J. C. Ayer Company, of Lowell, Mass. There was a difference of opinion between him and the company over questions of advertising policy. Mr. Rose has been connected with the Ayer Company for three years. Dr. Charles H. Stowell succeeds him.

HUB PENCILINGS.

John Ferrin, Ph.G., is the new proprietor of the Dudley pharmacy, Park square.

Billings, Clapp & Co. recently had a \$1,000 fire at their laboratory at Tiverton, R. I. Fully insured.

Frank J. Gardner is the new proprietor of the late Dr. I. T. Campbell's store, Broadway, South Boston.

Augustus G. Gigger, Ph.G., M. C. P. 1900, has entered the medical department of Brown University, where he will pursue the study of homoeopathy.

The American Drug & Chemical Co. was recently organized at Portland, Me. Capital, \$100,000. H. W. Russell, of Manchester, N. H., is president, and W. E. Hamlin, of this city, treasurer.

Ruben L. Richardson, formerly president of the Rust, Richardson Drug Co., has accepted the position of superintendent at the store of the Eastern Drug Co., Fulton street. He entered upon his new duties October 8.

Harry C. Wiggin, one of the inside salesmen of the Eastern Drug Co., was married to Miss Lavina Webster on October 11. The event was followed by a reception at 824 Beacon street. The couple then left for a honeymoon trip. They will reside in Newcomville.

NEW ENGLAND ITEMS.

Derochers Bros., of Woonsocket, R. I., are to serve their customers with hot soda from a new Tufts fountain.

James W. Tufts, of Boston, recently shipped new hot soda fountains to Downing Bros., Newport, R. I., and to J. H. Phillips, Nashua, N. H.

Dr. J. C. Maranda, of Woonsocket, R. I., has just ordered an elaborate hot soda fountain from James W. Tufts. It is made of Japanese bronze.

PENNSYLVANIA.**Making Effective the N. A. R. D. Plan.****GETTING THE TRADE IN LINE.****The Prospects as Outlined in Interviews.**

Philadelphia, October 19.—A fairly thorough canvass of the druggists of this city is now being made by the members of the Philadelphia branch of the N. A. R. D. to secure their co-operation in adopting the plan of the association for establishing a uniform schedule of prices on all proprietary articles. For once the retail druggists seem to show a real disposition to better their business interests, but there are a number who, while in favor of the plan, are not willing to sign any agreement to live up to it unless the whole body as a unit will enter into the scheme.

An effort is now being made to get the retail druggists to consent to abide by the plan, providing three-quarters of the retailers agree; but those who have refused to sign it will not accept the 75 per cent. proposition. What they want is all or none. The officers of the association are, however, sanguine and look forward to the time when patent medicines will be sold at the same price by all druggists and at a fair profit.

What Retailers Think of the Plan.

S. E. R. Hassinger, Twenty-third and Fairmount Avenue, in company with Dr. Charles A. Weldmann, Twenty-second and Green streets, is quite enthusiastic over the plan, and he stated that even if it were not adopted it would do good, as it would, in his opinion, go a long way towards bringing about uniformity in prices for proprietary goods. He was in favor of the plan and had signed the agreement and had induced a number of others to agree with him.

Druggists Who Have Signed.

In speaking of his efforts to secure the consent of druggists to abide by the agreement he said he had secured the consent of the following: E. F. Kessler, Twenty-fourth and Spring Garden streets; William Hill, Twenty-third and Callowhill streets; J. L. Curry, Twenty-second and Callowhill streets; Robert C. Brodie, Twentieth and Callowhill streets; Carl Myers, Eighteenth street, below Callowhill; P. Fitch, Eighteenth and Vine streets; W. H. Lacey, Nineteenth and Green; R. C. Cadmus, Twentieth and Spring Garden streets; Charles W. Warrington, Seventeenth and Mt. Vernon streets; Charles Ouram, Sixteenth Street, below Fairmount Avenue; F. W. E. Stedem, Broad Street and Fairmount Avenue, and Dr. Charles A. Weldmann, Twenty-second and Green streets.

Some Who Will Not Sign.

William E. Lee, one of the most progressive druggists in the Fifteenth Ward, said, "I am in favor of the plan, but I shall refuse to sign the agreement unless more than three-fourths of the retail druggists go into the scheme. I would be foolish to enter into the plan if my neighbor holds aloof. It would be disastrous to my business, and for that reason I will not sign any agree-

ment, notwithstanding I am in favor of it, unless all the druggists unite."

R. R. May, Twenty-fourth and Brown streets, said: "I am willing to go into the scheme, but the conditions are such that I could not afford to sign the agreement unless all the druggists do. I hope it will be a success and I will do all that I can to make it so; but I am afraid that it will not go through, as the druggists will never combine for their own interest."

I. Cohen, Twelfth and Market streets, said: "I am in favor of the movement and am in accord with the association if it can get the other cutters to come in. It would be folly to stand by myself. I am a cutter rather by necessity than choice." Mr. Cohen is the manufacturer of "Foodigests" and he makes every druggist sign a blank, on which is printed the following, before he will sell them goods:

The undersigned druggists hereby agree not to sell, or allow any of our employees to sell, Foodigests at less than 25 cents per vial for the large size and 5 cents per vial for the small size.

Charles A. Eckles, Fifteenth and Market streets, said: "When the agreement was first presented to me to sign I would not do so, as it was in such a shape as to cause an explanation, and as there were none accompanying it, I naturally sent it back. Later the chairman of the committee called on me and asked my reasons for refusing to abide by the plan. I told him I considered it incomplete in its present shape and I gave reasons for my objections. I was then told to draw up my own agreement, which was to the effect that co-operation was not to be in force until all had agreed. This I signed."

Mr. Eckles is quite enthusiastic over the plan and predicts its success. He said the manufacturers have agreed not to sell to druggists who are not willing to abide by the plan, if we get three-quarters of the retail druggists to come in. This I believe will be accomplished and the remainder will be forced to join.

It is understood the committee is working ahead on a price-list which is now assuming tangible shape and negotiations are going on between the prominent cutters which, it is believed, will end satisfactorily. It is thought it will not be long before the entire drug trade is working hand and hand in this scheme.

Resumption of College Meetings.

The regular monthly meetings of the Philadelphia College of Pharmacy have been resumed, and special efforts are, it is stated, to be made this year to make them more attractive than ever. The committee having these meetings in charge is as follows: Richard V. Matison, M.D., Prof. Joseph P. Remington, Ph.M., F. W. E. Stedem, Ph.G., H. L. Stiles, Ph. G., and Prof. Henry Kraemer, M.D. These meetings are to be held on the third Tuesday of each month, and the object is the presentation of original communications, the exhibition of specimens and new forms of apparatus and the discussion of subjects of general and practical interest to pharmacists.

On Tuesday last the first meeting of this season was held, and the programme was as follows: "The Origin and History of the Wholesale Druggists' Association," by Mahlon N. Kline.

Ointments, with a Formulary of the Ointment in Use at the German Hospital, Philadelphia," by M. I. Wilbert. Exhibition of Specimens.

Jobbers Perfecting Local Organization.

Chairman Shoemaker is going ahead with the tripartite plan, and he is endeavoring to get all the wholesale druggists in the country interested. On October 15 a meeting was held at the Hotel Rennert, at Baltimore, between the wholesale druggists of Baltimore, Alexandria, Norfolk and Richmond. Those from this city that were present were Messrs. Shoemaker, Kline and Aschenbach. Mr. Shoemaker was chairman, and after a lengthy discussion all the jobbers present agreed to support loyally the tripartite plan. There was also an attempt made to establish sectional organizations in the above cities, and it was agreed to make an effort to form them without delay.

PHILADELPHIA NEWS NOTES.

Dr. B. J. Murray has bought the drug store at Ninth street and Susquehanna avenue.

Mr. Sweeney will shortly open a new drug store at Franklin street and Susquehanna avenue.

The Lagrange Remedy Co., of this city, has been chartered at Dover, Del., to make and sell proprietary articles, with a capital of \$125,000.

The heirs of Druggist William Stahler, of Norristown, were recently awarded a verdict of \$8,756 in their damage suit against the Reading Railway Company. Stahler lost his life in the Exeter wreck. Plaintiffs asked for \$30,000 damages.

Walter F. Ware has just returned from a successful trip. He has a new dropper for which there is a big demand, and his new brushes for cleaning nursing bottles are being much sought after. He has had a big business in his Mizpah specialties, and it was found almost impossible to meet the demand.

RANDOM NOTES.

Philo Dunning, a pioneer druggist of Madison, Wis., died on Sept. 10 of paralysis. He was 81 years old.

Monroe & Wheeler's drug store, at Metcalf, Ga., was totally destroyed by fire on the 6th of September. A stock valued at \$2,000 was carried. There was no insurance.

Burglars broke into Wm. P. Martin's drug store, at 365 South Orange avenue, Newark, on September 12, stole \$30 in money, cleaned out the cigar case and damaged a lot of drugs.

George C. Kolb, connected with the drug firm of Du Bois & Co., was married on September 12, at Paducah, Ky., to Miss Brightie Lyle, of that city. The happy couple are spending their honeymoon in the East.

The Danbury Pharmacal Co. has been chartered under the laws of New Jersey to manufacture medical compounds. The new organization has a capital of \$300,000. Charles Kerr, John McCarthy, John L. McLean and Edward McKinney are the directors, and the offices of the firm are at 800 Broad street, Newark.

HENRY C. M'ILVAINE.

The drug trade of Philadelphia lost a good representative on October 12 when Henry C. McIlvaine, of the firm of McIlvaine Bros., died. Mr. McIlvaine was in his sixty-second year, and was an active member of the drug mills at Fifteenth and Hamilton streets, which bore his name. He was one of the best known manufacturing druggists in this city, and for years he superintended the making of the punch at the annual meetings of the Philadelphia Drug Exchange. When the war broke out between the North and South he entered the navy in February, 1860, as third assistant engineer. He remained in the service of the Government until June, 1869, he having reached the rank of first assistant engineer. After resigning from the navy he entered the drug business with his brother, and remained in it until his death. He was a member of the Philadelphia Drug Exchange and was at one time president of this association. He was loved by all and was a good entertainer. The directors of the exchange met on the day of his death and passed appropriate resolutions. On October 14 funeral services were held in St. Andrew's Church, Thirty-sixth and Baring streets. The services were largely attended. The interment was private.

MICHIGAN.

Detroit Association Ready for Action.

SATISFACTORY CONDITION OF TRADE.

A Tempest in a Milk Can.

Detroit, October 17.—The important event in drug circles here is the meeting of the Detroit and Wayne County Retail Druggists' Association, which is called for Friday, October 19. Committee work on the N. A. R. D. plan has progressed so far that it is now up to the association. It is expected that some definite and tangible results will follow the action taken at this meeting, and until it is held little will be known as to what to expect in the matter of the adoption of a price schedule.

Trade Conditions

are up to the average, if not a little better. The summer weather still lingers with us and with it the festive soda fountain holds its own. Not only holding its own, but in the case of at least a down town fountain is reaching out after the lunch-counter trade. One might well ask, What next? when a prescription (sic) pharmacy puts in a line of cakes and sandwiches to be eaten at the soda counter with a cup of hot coffee or tea served in an "individual tea pot."

"All things come to him who waits;" so after selling postage stamps, etc., for years, just for the love of it, twenty-four of our local druggists have recently been sworn in as postmasters, with their stores as sub-stations, and for this they will be permitted to draw \$100 a year from the public treasury—at least until after the election.

Clerks Are Well Entertained.

The clerks have been having no end of entertainments lately, and more are on the way. Last week the boys had a jamboree at which cake-walk talent, a full orchestra, a boxing go, and plenty of feed were the features. About 60 were present. Parke, Davis & Co. have invited all the clerks in the city to visit and inspect their laboratories next week. It is unnecessary to state that no one will willingly miss an outing of this kind.

A Queer Decision.

The case against F. Lesnisky & Co., mentioned two weeks ago, illustrates one of the queer things about the State Pharmacy law. The case was decided against Mrs. Lesnisky and she was fined \$15, but the case against her husband resulted in an acquittal. Lesnisky sold an ounce of arsenic to a lady who was a registered pharmacist, but a stranger to him. She, of course, was looking for a case against the druggist and the complaint was entered. At the trial the point was made that, inasmuch as the complainant had been in the store when the druggist put up the arsenic for her, he was complying with the law, which requires that poisons be put up "under the supervision of a registered pharmacist." This plea was effective, but the argument, carried to its ultimate conclusion, makes out a peculiar state of affairs. It means that no inspector, who is at the same time a

registered pharmacist, can ever get evidence against violators of the law.

A Tempest in a Milk Can.

The "expert chemists" in the employ of our doughty State Food Commissioner have lately been finding things in the milk cans around town. Formaldehyde, boric acid, salicylic acid and water are some of the horrible discoveries on the list. Warrants are out for some of our leading creameries and milk dealers, and a tempest in a milk can, instead of a teapot, is now on. As one lady put it, "I don't know but what I prefer the formaldehyde to the sour milk we get now." The milk may be "embalmed," as they call it, but there is a suspicion that the experts will have to hurry just a little in order to find much formaldehyde in the milk.

City Time, Detroit, No More.

Detroit city time, which has for years been an annoyance to nearly every class of business interests in the city, is to be discontinued. Last Monday morning thousands of Detroit shop employees started to work on standard time. There will be no difference in the working hours, and the only change will be a refreshing forgetfulness of the time entanglement which has branded Detroit as an old-fashioned burg, the only city of any consequence which has more than one standard of time.

DETROIT NOTES.

H. N. Young has left Doty's Triangle store and is now with Hurd & Gray Co.

The drug clerks are preparing for a big hop next month.

W. H. Dodds, Jr., son of W. H. Dodds, of the Michigan Drug Co., has received an appointment to West Point.

F. Schulte, for many years a well-known druggist in Detroit, dropped dead in front of his store of heart failure. His son will continue the business.

OHIO NOTES.

Handsome illustrations of the new quarters of the Cleveland School of Pharmacy were given in the local papers on the opening of the fall session.

The Ohio State Board of Pharmacy has brought suit in Cincinnati against Miss Freda Dryck, aged about 17 years, for selling poison without being a registered pharmacist. She is in the employ of Rose, an insect powder dealer, and, as she happened to be the person who sold the stuff, she, of course, was arrested. She gave bond in the sum of \$300 to appear for hearing.

The druggists are keeping up the work of enforcing the new State pharmacy law at Cincinnati. Another warrant has been issued, this time against J. H. Richards, for alleged violation of the law. It was specified that he sold "phosphorus paste," a poisonous article, without having a license as pharmacist or druggist's clerk, as required by law. Mr. Richards pleaded guilty before Squire Kushman and was given the lowest fine allowed by the law, \$20.

The Hon. Marion Huffman, who is the Democratic candidate for Congress from the Sixteenth Ohio Congressional District, is one of Bellaire's best known men. For the past twenty-one years Mr. Huffman has been engaged in the drug business in that city. He was born on a farm in Pultney Township, Belmont County, O., September 12, 1855. His father, John B. Huffman, was a progressive farmer and gardener. On reaching his majority Mr. Huffman took a short course in the Mount Union College, but left before he graduated or had taken a degree. On his return from college he engaged in the drug business, hiring a registered pharmacist to conduct his business and at the same time teach him the intricacies of the profession. Mr. Huffman has conducted the business very successfully for twenty-one years, and now has a modern equipped establishment.

ILLINOIS.

Activity of the Local Association.

TO ORGANIZE BY WARDS.

Discussing the Pharmacy Law.

Chicago, October 16.—In accordance with Horace Greeley's famous dictum that "the only way to resume is to resume," the druggists of Chicago have decided that the only way to co-operate is to co-operate. Further discussion of the best manner in which to aid those who are in the drug business will be deferred, if present plans are carried out, and the work of forming strong ward organizations will be pushed as rapidly as possible.

The Chicago Retail Druggists' Association is advertising for an organizer, and it is hoped that by speedy united action the inroads of the department stores into the business of the regular retailers can be checked. The awakening came at a meeting of the association last Friday. The druggists attended in force, and from the earnest manner in which they grappled with the problems confronting them it seemed certain that something tangible would be accomplished within a short time. The good attendance was due to the following call, which was sent out broadcast:

NOT A THEORY, BUT A CONDITION.

For a long time the members of the Chicago Retail Druggists' Association, together with the other druggists of the country, have been talking co-operation. It is now proposed to quit talking and co-operate. One thing is certain, business conditions for the drug trade will never be better till druggists go to work to put their theories into effect. Several ward clubs in Chicago are proving to be the best investment the druggists therein have ever made. To date the net results are better hours, increased profits, greater self-respect.

So marked are the advantages gained wherever the plan has been tried that it is now proposed to put it into operation throughout the city. Unless a more satisfactory arrangement is suggested, an organizer will be employed at once to take up the work. The question will be discussed at the fourth quarterly meeting of the Chicago Retail Druggists' Association, to be held in room 412, Masonic Temple, Friday afternoon, October 12, 1900, at 2.30 p.m.

Very few Chicago druggists are complying with the law by filing with the Internal Revenue Collector monthly reports as to goods taxable under Schedule B, as required by the law now in force. The statement made at the Collector's office that violators (every druggist is amenable to the law) are to be prosecuted, may be a "bluff," but the Executive Board of the C. R. D. A. advises druggists against taking chances.

Many druggists are in the habit of removing tobacco from the caddies in which it is received and putting it into jars in order to keep it in good condition. This apparently harmless practice is a violation of the Internal Revenue Law and the punishment is severe.

Have you tried the slot directory? If so, how does it work? What do you think of it?

The members of the association who attended the N. A. R. D. convention in Detroit are brimful of enthusiasm for the cause it represents, and will have some interesting things to report. They believe that the plans of the National Association should be made effective in Chicago and at once. Come and hear the discussion of this important subject.

It is useless to say that you ought to be a member of the C. R. D. A.; you know that it is conducted in your interest and that you ought to help along the good work. Come to the meeting Friday afternoon if possible. If impossible to come send \$3.00 (one year's dues) to the secretary, and add your influence to the forces now working for your good.

Fraternally yours,

GEO. A. GRAVES, President.
THOS. V. WOOTEN, Secretary.
153-155 La Salle Street.

The druggists on assembling promptly decided that they approved of the formation of ward organizations, and that they wanted more of them. The officials were given all the authority they desired to go ahead and form strong local bodies as rapidly as possible. Good reports were received from a number of ward clubs, whose officers said that trade was in a most satisfactory condition. A motion was adopted that ward organizations be instructed to adopt minimum price-lists in accordance with the requirements of the different localities. The Executive Committee was directed to look up the question of making reports to the internal revenue collector in accordance with Schedule B of the Stamp Tax law and to determine what was the best course to pursue. It was decided to see as many congressmen as possible in regard to getting the Stamp Tax law repealed. Dues for the coming year were fixed at \$3, those entering now will not be required to make payments for the remaining months of the present year.

The slot directory plan was given hearty approval. The only trouble, the druggists said, was that they could not get the slot machines fast enough. Announcement was made that the Directory Company had just received a new lot of the penny-in-the-slot devices, and that they would be put into stores as rapidly as possible.

The Consumers' Company, which supplies many druggists with soda water, has sent out notices that a charge will be made for the siphons, which it is alleged have been disappearing at a rapid rate. When the empty siphons are returned the druggists will be given credit for the amount originally charged to them. As the charge is 75 cents for each siphon and \$1 for the case the charge amounts to \$10 for each case of one dozen, and the total amount involved is large. The Executive Committee was directed to look up the matter.

A Meeting of the Leaders.

In order to test the feeling of representative men who are interested in the working of the pharmacy law and to decide on concerted action to be taken at the next session of the legislature, President W. A. Dyche, of the Illinois Board of Pharmacy, called a meeting at the Wellington Hotel, Friday, October 12. The meeting proved to be a surprise, for no opposition to the law was expressed. Those who had opposed it formerly were found to have changed their views and, as a result, it is expected that harmonious conditions will prevail for the first time in a number of years. When the State Assembly gathers for its next meeting druggists, and all others who are interested, will be ready to act as a unit, and it is not expected that any radical legislation will be put through.

The call to the meeting follows:

Dear Sir:

You are invited to meet with the members of Board of Pharmacy at the Wellington Hotel Friday, October 12, at 7.45 p.m. The meeting will partake of the nature of a conference in reference to legislation for pharmacy, etc. I am extending a similar invitation to all the officers of the various drug associations of the State, so far as I can obtain their names, to the deans and faculties of our pharmacy schools, and to a few others who are especially interested in this subject. I hope that you can be present.

Yours respectfully,

WILLIAM A. DYCHE,
President of State Board of Pharmacy.

Discussing the Law.

Fifty-one attended and listened to the addresses. President Dyche, in his address, went over the ground carefully and showed the danger of taking independent action. Addresses were also made by Prof. Oscar Oldberg, Bruno Batt, Harvey A. Stillman, George P. Englehard and A. A. Culver. Prof. C. S. N. Hallberg made a plea for higher standards, Henry J. Baumann, in reply, said he thought the present standard was too high, as he believed clerks were becoming scarce; George D. Oglesby said that if clerks were scarce it was a good thing, as druggists would then be fewer in the years to come. T. N. Jamieson discussed the \$1.50 fee for renewals. He said that although this fee might appear to be a hardship to some it would be dangerous to make a change, as the druggists were in control under the present system. An appropriation, he thought, was not to be depended on, as it might be wiped out at any time.

H. H. Green dwelt on the unprecedented power given to the board by the present law. He urged that no change be made in the law, as with good men on the board nothing was to be feared. The chairman, President Dyche, was directed to appoint a committee of ten who will go over the situation carefully and consider it from all points of view. The chairman is to call another meeting when the committee will report its findings.

CHICAGO NOTES.

Charles H. Bacon, of Lockport, Ill., has been succeeded by Charles H. Bacon & Co.

Walter H. Gale, president of the Illinois Pharmaceutical Association, has returned from Europe.

Albert E. Ebert has returned from Philadelphia, where he attended a meeting of the trustees of the Pharmacopoeia.

J. Reed Hurlburt has bought the interest of F. H. McArthur in the firm of Hurlburt & McArthur, at Des Moines, Ia. Amended articles of incorporation will be filed in a short time.

Emil Zahn, at Eighteenth street and Washburn avenue, who has been in business for 26 years, has been forced to the wall. His long connection with the business has given him a wide acquaintance and his friends greatly regret his trouble.

The State Board will meet at Springfield January 14 to hold examinations. The next Chicago meeting will be February 18. A meeting was held October 8 to 13, and out of 140 applicants for registration 22 were weeded out in the preliminary examination. Seventy passed the final examination.

The following were among the recent visitors to local wholesale houses: J. W. Gates, Fort Atkinson, Wis.; Dr. D. C. Griswold, Clinton, Wis.; A. R. Otis, Kendallville, Ind.; F. W. Anders, of Anders & Philipp, Manchester, Ia.; F. S. Hopkins, Benton Harbor, Mich.; J. W. Deary, of McKrum & Deary, Boise, Idaho; E. S. Wakelin, of Phoenix, Ariz.

The "Chronicle," a Democratic paper, has printed an attack on State's Attorney Charles S. Denceen, a Republican, who is charged with persecuting alleged violators of the pharmacy law. Members of the State Board say no attention will be paid to the article, as the matter of prosecutions has been settled with the Chicago Retail Druggists' Association and the Illinois Pharmaceutical Association.

The new wholesale drug house of the Hessig-Ellis Drug Co., Memphis, Tenn., has opened for business in a handsome new four-story and basement brick building. Besides this, the company has a large warehouse in a separate locality. The officers of the new firm are F. A. Hessig, general manager; J. W. McCauley, president; V. C. Kincannon, vice-president; J. E. Sheats, second vice-president; E. M. Ellis, secretary and treasurer; J. S. Horn, assistant secretary and treasurer; E. T. Warnock, assistant general manager.

Drummerdom.

Contributions for this column are invited. For available articles dealing with the news of traveling salesmen payment will be made.

Our Portrait Gallery.



REYNOLDS MARSHALL SLEPPY.

Representative of Seabury & Johnson in Western Pennsylvania.

Mr. Sleppy is a recent addition to the traveling force of Seabury & Johnson. He is engaged in detail work, chiefly among the physicians and druggists of Pittsburgh, and comes well equipped for this class of work, having served three years behind the drug counter and eight years at dentistry, giving up the latter to accept his present position. Mr. Sleppy is a native Pennsylvanian, having been born in Kittanning, Armstrong County, on January 4, 1876, which leaves him 24 years of age. He is a son of the Rev. Dr. M. J. Sleppy, of Kittanning. He received his education at the public schools of Sewickley, Monongahela City and Beaver Falls High School, Beaver Valley Business College and Scott's Academy. Although only on the road a few months, he has made rapid progress and is a man likely to make a record.

Caught on the Fly.

The Agnew Pharmaceutical Co., of Philadelphia, who manufacture the Vin Restor-al and Cot-or-al, have a capable representative in E. Hodgkins, who does detail work among the physicians and pharmacists in New York State along the line of the New York Central Railroad. Mr. Hodgkins formerly represented Henry Thayer & Co. over the same territory. He is due in Watertown shortly.

BOSTON

George F. Fosdick, for many years with James W. Tufts, together with Mrs. Fosdick, recently returned from an extensive vacation trip through the mountains. They went to Portland, Me., by boat, taking their team along, and from Portland they drove to the Granite State. About a week was spent at Crawford Notch, there was another stop at Bethlehem and the return was made through the Franconia Notch. Mr. Fosdick states that he had a delightful time.

W. R. Wilson has been here and started a brisk fall trade. He represents the Mattson Rubber Company of New York.

E. Bensinger is on his rounds in this section, showing a fine line of the sponges of his house, Smith, Kline & French Co., of Philadelphia.

W. H. McMillan is already looking forward to the holidays, and the fancy goods of McKesson & Robbins are in goods hands for attractive displays.

H. B. Dean, the genial representative of Ripans Chemical Co. of New York, gave the Hub the benefit of his cheery, hustling ways during the past week.

C. E. Jullierat, who very ably represents C. J. Tagliabue, New York, has just been on a quick business tour.

H. W. Thomas displays the attractive sundries of F. R. Arnold & Co. to the best advantage, and knows how to gather in orders with a master hand. His recent trip in this city demonstrated all this.

W. D. Shattuck is hustling for Parker, Stearns & Sutton. He knows all about rubber goods, and has a convincing way and the real knack of a business man.

W. H. Heineman is anticipating many of the ills accompanying cold weather, and is booming the plaster business for Bauer & Black, of Chicago.

W. H. A. Newton has been doing good work for Gray's glycerin tonic, a specialty of Purdue, Fredericks Co., New York.

A. S. Stone is a popular agent of the Upjohn Pill & Granule Co., and his last visit here was like the others, brimful of business.

BUFFALO

William J. N. Gervais, the new traveling salesman in the interest of Lehn & Fink, made his first bow in that capacity in Buffalo last week. He visits retailers as well as wholesalers, and sells the firm's specialties as though he had always handled them.

E. M. Willsey, the old standby of the Albany Chemical Company in the Buffalo territory, has just concluded one of his regular trips this way and booked a liberal number of orders.

J. L. Fonja, well known as the traveling representative of the toilet brush house of George E. Gibson, spent a part of the early half of October in Buffalo, always doing good business.

Conspicuous in the flavoring extract trade is J. M. Baird, with the Charles E. Hires Company of Philadelphia, who knows how to make the most of the specialty of the house, vanilla.

G. W. Corning, well known as the promoter of the business specialties of Parker, Stearns & Sutton of New York, was in Buffalo some time during the earlier part of the month, doing his usual good trade.

J. P. Jones, who has long stood for the business in the manufacture of chemicals by the well-known house of Sharp & Dohme, lately spent a full week in Buffalo booking orders.

C. M. Badgley comes to us again with his list as full and acceptable as ever of the goods manufactured by Charles Pfizer & Co., which he has no difficulty in disposing of.

George E. Burrows, than whom there are few better known in the traveling drug trade, was with us about the middle of the month, selling the specialties of the house of Schiefelin & Co.

Harry F. Harrington, for some time apothecary of the Buffalo General Hospital, has engaged with Parke, Davis & Co. and will look after their interests with the Buffalo physicians, reporting to E. W. Buescher, head of the Buffalo office of the company.

PHILADELPHIA Jos. H. Hinz, the local representative of Keasbey & Mattison and the Fischer Chemical Importing Co., has opened an office at room 1114 Land Title Building.

A. B. Willson, in addition to handling the line of W. P. Ungerer of New York City, has secured the line of a large European house in crude drugs.

Mr. Moore, of Leon Hersch & Sons of New York, paid us a flying visit and reports good business.

The Emerson Drug Co., of Baltimore, has temporarily deprived us of the smiling countenance of its regular Philadelphia hustler, T. S. Askew, who has gone to work Baltimore and Washington.

A. B. Willson, of W. P. Ungerer of New York, has gone on a short visit to Baltimore, Md.

S. H. Black, of Bauer & Black of Chicago, recently paid us a visit, and says he is much pleased with the favor with which B. & B.'s goods are being received in this territory.

Geo. D. Feldt, of this city, has returned from an extended trip through Europe, and reports that while there he made some good business connections.

Fougera & Co., of New York, have sent Mr. Rudolph Wirth to us again, and we all did our best for him.

W. C. Robertson, representing W. Robertson & Co., is with us and working hard in the interest of his firm.

Rockefeller & Wolfe, the resident agents for Henry Heide, are taking a large number of orders in this city.

A. O. Rich, of Smith Brothers of rough-keepers, N. Y., has come and gone, with the usual result, many orders and general satisfaction.

H. De Haan is busy taking orders for Peptonized Port for the Walther-Robertson Drug Co., of Pittsburgh.

Daniel Mahoney is showing some fine samples of beeswax in behalf of the Mack, Miller Candle Co., of Syracuse, N. Y.

DETROIT

Among the traveling salesmen who visited Detroit last week we noticed J. C. Van Schack, who secured plenty of orders for the turned wood boxes manufactured by E. B. Estes & Sons, New York; F. Aldworth, who so acceptably represents Fairchild Bros. & Foster; Jennie L. Harvey, of E. N. Rowell & Co., Batavia; O. W. Winkelpack, the capable and genial representative of Hance Bros. & White; Mr. Chaney, with Whitall, Tatum & Co.

CHICAGO

J. H. Odbert, Chicago manager for Hance Brothers & White, is rounding up orders in the West. He will visit St. Louis, St. Joe, Kansas City, Omaha and Council Bluffs.

F. C. Stevenson, Michigan man for W. R. Warner & Co., and W. K. Sutliff, who covers Illinois for the same firm, were both at the Chicago office last week.

J. J. Kearney is out of town getting orders for Stearns' Electric Paste.

A Price List of Essential Oils.

We have received the monthly wholesale price-list for October of Magnus & Lauer, importers and manufacturers of essential oils, vanilla beans, drugs, chemicals and soap makers' and perfumers' materials, 92 Pearl street, New York. This is not a mere bald list of materials with their prices, but contains as well interesting notes pertaining to the market position and quality of the various oils and materials. Magnus & Lauer are the agents in the United States for the following firms: E. Sasse & Co., Leipzig, Germany; Hugues Aine, Grasse, France; McKenzie Brothers, Hilo, Japan; J. H. Wolfensberger, Basle, Switzerland; Societe des Huiles D'Olive de Nice, Nice, France.

The Berlin University has decided to alter the conditions permitting foreigners to take the title of doctor of philosophy. Foreigners are only to be allowed to graduate if they hold certificates equivalent to that of the Humanistischer Gymnasium, Realgymnasium, or the Oberrealschule of the German Empire.

The Drug and Chemical Market.

Review of the Wholesale Drug Trade.

It should be understood that the prices quoted in this report are strictly those current in the wholesale market, and that higher prices are paid for retail lots. The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

New York, October 20, 1900.

BUSINESS has been overshadowed to some extent by the political contest, and most importers and dealers have experienced a slackening in the demand, though we hear of some notable exceptions, trade being reported brisk by a few dealers. Taking the situation as a whole, the market presents many features of strength and the tendency of values continues to favor holders. The price changes which have occurred since our last covers a fairly large list of articles, but the fluctuations have been narrowed within a limited range. Opium has improved in value and the position of the article is marked by considerable strength, cables from Smyrna reporting unsatisfactory crop conditions and the prospect of a limited output. The demand for quinine has fallen off to some extent, without, however, affecting prices, and holders appear to be confident of sustaining values at the range recently established. The upward tendency in cocaine continues in view of scarcity of stock and increased demand. The principal fluctuations of the fortnight are shown below:

HIGHER.	LOWER.
Cocaine muriate.	Codine sulph.
Ergot, German.	Nutgalla.
Aloes, Curacao.	Oil citronella.
Gum asaetida.	Orris root, Verona.
Caffeine.	Cubeb berries.
Oil sweet almond.	Coca leaves.
Oil peppermint.	Anise seed.
Snake root.	Celery seed.
Colchicum seed.	Vanillin.
Manna.	Coumarin.
Menthol.	Oil rose.
Thymol.	Lycopodium.
Gamboge.	Hemp seed.
Oil saassafra.	Cardamom.
Ground flaxseed.	
Opium.	

DRUGS.

Alcohol has shown no special action during the fortnight, but the market remains firm at the recently established range of \$2.45 to \$2.47 as to quantity, less the usual rebate. Wood is well sustained and in demand at 75c for 95 per cent.

Arnica flowers are in good demand and firm at the range of 9½c to 10½c.

Balsams continue in moderate jobbing demand for the several varieties, without, however, any quotable change in values.

Barks of the various kinds are selling in a limited jobbing way, without, however, developing any special feature of

interest. Black haw root bark is scarce and firmer, with 9c generally quoted as inside. Bark of the tree is in better supply, but there is no demand at the moment for this variety, and quotations are largely nominal. Cascara sagrada is firmer in sympathy with the position of the bark at primary sources, San Francisco quoting 3¼c, f.o.b.

Buchu leaves are less actively inquired for, but holders are firm in their views upon the basis of 20c to 28c for short and 22c to 24c for long.

Caffeine has appreciated in value since our last owing to scarcity, and \$4.50 to \$4.75 is now asked for bulk, though holders are unwilling sellers and little is offered.

Cantharides continues firm for Russian, owing to scarcity and concentration of stock, and 56c to 57c is now asked as to quantity. Chinese has sold fairly during the interval at the range of 50c to 55c.

Cocaine was advanced in price 25c per ounce on the 11th inst., and values have since been firmly maintained at the revised range, which stands \$6.50 to \$6.70 for bulk. Most of the business passing is on contract orders, as the supply of stock in sight is very light, while the demand continues active.

Colchicum has advanced sharply during the interval, and reference to the appreciation in value will be found in the department of seeds.

Coumarin values are affected by a competition among holders, and recent sales have been at \$5.75 to \$6.

Cassia buds continue dull, but prices are well maintained by holders at the range of 25c to 26c.

Coca leaves, Truxillo, are in better supply, and we hear of several large sales at prices a fraction below our quotations, though 30 cents is generally quoted firm on jobbing parcels. Huauco is scarce, and while 40c is named the current quotations are merely nominal.

Cod liver oil, Norwegian, is meeting with increased inquiry and the inside price has been advanced to \$25, the fancy grades commanding as high as \$28. The range of the prices is determined, of course, by the quantity as well as the quality purchased.

Codine sulphate has declined in the interval and domestic manufacturers are now accepting orders at the range of \$4.25 to \$4.40.

Colocynth apples are not inquired for to any extent, and only a limited jobbing distribution is reported, with the

sales at 40c to 42c for Trieste, 42c to 45c for selected, and 17c to 18c for Spanish.

Cubeb berries remain quiet, though values are quotably unchanged, whole selling for 12c to 14c and powdered 15c to 20c.

Cuttlefish bone is in moderate demand, with sales at 26c for prime Trieste, 85c for jewelers, and 37¼c to 40c for small.

Damiana leaves are in good request and values are firmly maintained at the range of 7c to 9c for the limited spot supply available. The advices from the growing centers in Mexico are to the effect that owing to the great drought the crop was very short. The price of new leaf has not yet been fixed.

Ergot is reported in very strong position in the Hamburg market, and under the influence of this, coupled with an active demand, quotations for German have been advanced to 50c to 52c, with most sales at the outside figure.

Ergotine is maintained at the range of \$4.40 to \$4.50.

Lycopodium is easier, owing to the falling off in demand usual at this season, and sales are making at 54c to 55c for ordinary marks and 56c to 58c for Politz.

Manna is offered very sparingly in the face of recent adverse reports regarding the new crop, which it is feared will be a total failure. Holders of the limited spot supply available offer with extreme reserve at the range of \$1.25 for large flake, 65c for small, and 35c for sorts. Buyers and sellers are, however, somewhat apart in their views, the former being inclined to discredit to some extent the reports of crop failure that have come from Sicily.

Menthol continues to harden in value in line with the forecast made in this department several months ago; recent sales in this market have been at \$3.25 to \$3.50, though little was offering at the inside figure at the close, this being below the present cost to import. The outlook continues favorable to holders.

Morphine continues in active request, with the market firm on the basis of \$1.90 to \$2.10 for bulk and \$2.15 to \$2.35 for eighths.

Opium offers more freely and the market is a trifle irregular and unsettled, though all the signs are in favor of holders and point to a firmer market. The continued reports of drought in the growing country received from Smyrna serve to strengthen the views of holders, and offers of \$8.15 for 5 and 10 case lots have been turned down within the past few days. The general quotation at the close of the market was \$3.20 for case lots, while jobbing quantities have been correspondingly advanced in value. Powdered is selling fairly at the old range of \$4 to \$4.20 as to test, quantity and holder.

Quinine is not quotably higher, but holders are steadier in their views and the undertone of the market is firmer in sympathy with advices from abroad. The shipments of bark from Java have fallen off considerably of late, and this, coupled with increased speculation in the London market, has given tone and strength to the situation. Holders of German do not now offer below 36c, while Java is held at 35c. The domestic

manufacturers are firm in their views, and nothing offers below 37c to 38c for bulk as to brand.

Santonin has worked into stronger position in sympathy with the higher cost of wormseed, and manufacturers now quote \$4.

Tonka beans continue in good jobbing demand, with sales of Angostura at 70c to 75c.

Vanilla beans are steady and in fair request at \$9.00 to \$12.50 for whole Mexican, \$7.75 to \$8.00 for cut and \$4.50 to \$7.50 for Bourbon.

DYESTUFFS.

There is little new or interesting to report in this department. Sales are confined for the most part to jobbing parcels and there is a complete absence of speculative interest, though the market is characterized by a steady undertone, which serves to maintain values. Both aniline oil and salt show an upward tendency and the quotations for forward delivery are 8½c to 9c for the former and 9¼c to 9½c for the latter.

CHEMICALS.

Acetanilid continues in moderate demand and steady, with 24c quoted for single barrels.

Alum is selling well in a large way, the bulk of the business being on contract orders at our quotations.

Arsenic, white, is maintained firmly at the range of 4½c to 5c, as to quality and quantity; red is without change of consequence either as regards price or demand.

Benzoic acid, English, is a shade firmer and quotations are generally higher, with 13c to 13½c named as the selling range; German is unchanged at 45c to 47c.

Bismuth preparations are maintained steadily at manufacturers' quotations, or, say, \$1.75 to \$1.80 for subnitrate, \$1.90 to \$1.95 for subcarbonate, and \$2.15 to \$2.40 for ammoniochloride.

Blue vitriol is higher, manufacturers now requiring 5¼c to 5½c, as to quantity, with few sellers of round lots at the inside figure.

Boric acid is passing out in fair volume into channels of consumption at manufacturers' quotations, or 10½c to 11¼c for crystals, and 11¼c to 11½c for powdered.

Chrysophanic acid is in limited supply and the available stock is firmly held at an advance to \$2.50 to \$2.55.

Carbolic acid is quieter, though prices have not varied during the interval, bulk being still quoted 25c to 26c, and one-pound bottles 30c to 31c.

Citric acid is no longer inquired for to the same extent, the seasonable demand having ceased, but domestic manufacturers continue to quote the old range of 40c to 40½c, as to quantity, while Sicilian is held at 38½c to 39c.

Oxalic acid is steady and in moderate demand at 5½c to 6c, as to quantity, most of the sales being made to manufacturing consumers.

Quicksilver continues in demand, with the requirements of consumers met at the range of 67½c to 68c, as to quantity.

Tartaric acid is steadily maintained by manufacturers at the range of 32c to 32½c for both powdered and crystals.

ESSENTIAL OILS.

Almond, sweet, has advanced a notch or two in sympathy with the firmer position of the article abroad, Allen's being now quoted 55c. The crop of almonds for this year is reported short.

Camphor is firmer in view of a slight scarcity, and nothing now offers below 8c, with up to 10c paid for jobbing lots.

Citronella has eased off a trifle, and recent sales have been at 19½c to 20c.

Clove continues in firm position and competition between dealers has resulted in several large sales, leaving the market strong at 57½c to 60c as to quality and quantity. The tendency of the market in this oil is upward in sympathy with the position of the spice.

Erigeron continues scarce and firm at 85c to 95c, with a fair business reported at the inside figure.

Peppermint is in demand and values are well sustained upon the basis of \$1 to \$1.10, an advance over previous quotations. Leading brands of case oil are quoted \$1.25.

Rose has offered a fraction below previous figures since the receipt of new crop, and \$4 to \$4.35 is now generally quoted as to brand and quantity.

Sassafras is higher, most holders now naming 45c as an inside price. The demand has been quite active.

Wormwood continues to harden in value in the face of extreme scarcity, and we note another advance of 50c, the present quotation being \$5.50 to \$6.50, as to quantity.

GUMS.

Aloe, Curacao, is in small stock and quotations have advanced to 3½c to 4c.

Arabic is selling in a moderate jobbing way at previous prices.

Asafetida is in improved position under the influence of strong advices from primary sources, and 22c appears to be about the lowest open quotation for prime quality of whole gum; powdered is 4c higher in sympathy.

Camphor continues held and selling fairly at refiners' prices, or say 60½c to 61½c for bbls. and 61c to 62c for cases; Japan tablets and slabs held at 63c to 65c.

Chicle is held and selling at 35c. The available supply is small and under good control.

Senegal is without change of consequence so far as price is concerned, dealers being firm in their views at 15c to 24c for picked, and 13c to 14c for sorts.

Shellacs of the various grades are firm and the tendency is strongly upward.

Tragacanth is in active consuming demand and values are maintained firmly upon the basis of 60c to 70c for first Aleppo and 75c to 85c for Turkey.

ROOTS.

Aconite is firmer, the best grades of German being held at 12c to 14c.

Alkanet is in limited spot supply and holders decline to shade 5½c.

Althea, cut, is in demand and firm at the range of 16c to 17c.

Galangal has weakened in consequence of the lessened demand and we now quote 6½c to 8c.

Golden seal has receded from its former position in consequence of continued light demand and competition among holders; nothing, however, offers below 55c.

Senega has sold in a large way for export at 38c to 39c for Manitoba root.

Snake is working into firmer position and holders offer sparingly at the range of 36c to 37c; Canada held at 25c.

SEEDS.

Anise, star, is easier and recent sales have been at 21c to 22c.

Canary shows a decline to 2¼c to 2½c for Smyrna, and Sicily quoted 2½c to 2¾c.

Cardamoms are dull and fractionally lower.

Celery has declined in the interval in sympathy with the lower range at primary sources of supply and 7½c to 7¾c will now buy.

Colchicum is selling quite actively and at advancing prices in consequence of recent advices from abroad noting light available supplies. Spot quotations are firmly maintained at 25c to 26c, and a further appreciation in value is anticipated.

Coriander is in light supply and in fair consuming demand, with values advanced to the higher range of 3¼c to 3½c for natural and 3¾c for bleached.

Flax seed, ground, has been advanced to the basis of 4c to 4½c in sympathy with the higher range of prices now prevailing for the whole seed.

Hemp, Russian, remains quiet and holders offer more freely at 2½c to 2¾c.

Mustard supplies are contracting and spot quotations for California have been advanced to 6c to 6½c, and for English to 5½c to 6c. English and German are jobbing fairly at 5½c to 6c and 4c to 4½c respectively. Brown is held at 4½c to 4¾c for California and 4c to 4½c for Bari.

Rape is in improved position, with German now quoted 3¼c to 3½c, and domestic 2½c to 3c.

Hints To Buyers.

There is nothing in glassware and druggists' medicines that is not to be had at a moment's notice from the establishment of Henry Allen, of No. 138 William street. When writing for catalogue, mention that you saw the advertisement in the AMERICAN DRUGGIST.

The pharmacist who has never used Emulsol, and is therefore ignorant of its value and convenience as a base for emulsions, should lose no time in writing for a free sample to the Bristol Myers Co., whose laboratories are at 277-279 Greene avenue, Borough of Brooklyn, New York. Mention the Druggist.

You can make and save money by printing your own cards, circulars, etc. Many styles of presses of all sizes and prices and full instructions as to how to set type, etc., may be obtained, together with catalogue of presses, type, etc.,

by sending to the Press Co., Meriden, Conn. Mention this Journal.

With an outfit such as that provided for the small sum of \$1 by C. L. Safford, of 173-181 Madison street, Chicago, any druggist can entirely dispense with the services of a printer or a card writer. Send your business card or 4 cents in stamps for 50-page catalogue. Tell where you saw the advertisement.

That physicians readily indorse the "Milzpah" Pessary, manufactured by Walter F. Ware, of No. 512 Arch street, Philadelphia, goes to prove that it does what it is recommended to do. It is an unexcelled uterine supporter, and it positively cannot become misplaced. Mention the Druggist when writing.

There is one department store in New York City which druggists who believe in drawing the line regarding the stock those establishments should carry may patronize without any scruples. Hearn, of West Fourteenth street, believes that a dry goods store should be one, and the articles not on sale on his counters include drugs, liquors and groceries.

All of the standard essential oils in the original packages, and under the seal and label of Messrs. E. Sachsse & Co., Leipzig, Germany, are offered to the pharmacist by Magnus & Lauer, of No. 92 Pearl street, New York. Send for the general price-list of the firm, which acts as sole agent of the German house in this country.

There's nothing difficult about preparing tinctures and syrups when you have the fluid extracts furnished by the Tilden Co., of New Lebanon, N. Y., and St. Louis, Mo. They are as reliable as if you prepared them from the drug. List and discounts are to be had on application. Be sure and mention this Journal.

Handsome show cases help to make even the most unpretentious drug store attractive. If you are looking for the kind of case which boasts the finest finish, the latest style and the best workmanship, as well as the lowest price, it will pay you to send for the catalogue and price-list of the Heyman Co., 55 to 61 Canal street, Grand Rapids, Mich.

To obtain the highest class white beeswax conforming in every particular to the U. S. Pharmacopoeia standard, druggists should be sure to specify "Leonhard's." Ask your jobber first, but if he does not keep them, write to Theodor Leonhard, of Paterson, N. J., and you will get free samples. Of course, you will mention the AMERICAN DRUGGIST when you write.

If the pharmacist insists upon his jobber furnishing him with terraline, which bears the name of the Hillside Chemical Co. (Incorporated), of Newburgh, N. Y., it will save him the trouble of defending himself in unnecessary litigation, for the company gives warning that it will take legal action against those found handling the spurious article.

Although it is called the Bar-Keeper's Friend, the cleaning and polishing compound manufactured by George Wm. Hoffman, of No. 295 East Washington street, Indianapolis, Ind., could as well be termed the Druggist's Companion, for it is invaluable in keeping all marble, glass, nickel, brass, copper and tin

clean, bright and sparkling. Send for a free sample, stating where you saw the advertisement.

Quite a demand has sprung up for the India digestive biscuit, which is claimed to be invaluable as a cure for constipation, indigestion and dyspepsia. It is a palatable food, not a drug; and those druggists who keep a good supply on hand are benefiting. Write to the India Food Co., No. 289 Fourth avenue, New York City, mentioning the Druggist.

The fact that the digestive powers of infants are not as strong in the first few months of life as later is not always recognized, and much trouble results. The "Allenbury's" Foods, however, form a progressive dietary, and this accounts for their success. Druggists will do well by writing for price-list and literature of all the special preparations of Allen & Hanburys, Ltd., to the American branch, at No. 82 Warren street, New York, mentioning this paper.

Before adopting any light for his store, the prudent and wise pharmacist will investigate carefully the merits of the Imperial Gas Lamp. Three important claims are made for it. They are, that it is economical, that it is safe and that it is the only gasoline lamp that can be depended upon to continue giving a satisfactory light under all conditions, and for an indefinite length of time.

By dispensing that delicious, refreshing beverage, coca-cola, druggists with a good fountain trade are increasing that demand remarkably. In fact, no fountain beverage ever increased in popularity so rapidly, and to get the necessary advertising matter free you have only to write to any of the numerous branches of the Coca-Cola Co., at Philadelphia, Atlanta, Chicago, Dallas or Los Angeles. Please mention this paper when writing.

As far as beauty of shape and graceful lines go the lines of prescription and other bottles offered by the Dawes Mfg. Co., Pittsburg, Pa., cannot fail to appeal to the up-to-date druggist. They are an ornament to any counter or shelf. A special drive is now being made in prices, and in writing for a catalogue it would be well to mention whether you want it for a prescription or druggist outfit. Also say where you saw the advertisement.

Advertising to Physicians.

It does not pay to advertise a pharmaceutical product to both the medical profession and the general public. It does not pay to straddle two horses at one time. Some manufacturers of laxative preparations believe that simple, non-toxic preparations of this kind are exceptional. The Abbott Alkaloidal Co. do not think so, and in introducing their Abbott's saline laxative they have advertised it only to the profession and have rigorously abstained from using any but strictly professional advertising methods. This policy is telling, and physicians in all parts of the country are permanently adopting Abbott's saline laxative as the eliminative base for the treatment of about three-fourths of all cases treated. Over 12,000 doctors prescribe and dispense this product. All

important jobbing houses are well supplied and trade demands can be promptly met.

Trade Papers versus Circulars.

The tendency of manufacturers to use circular letters in place of space in trade papers is the result of a wrong idea of the value of a good name, says C. V. White, in the "Northwestern Shoe and Leather Journal." The right kind of a trade paper is the adviser of its readers—it helps them over the hard places in business, it gives notice of new things and makes a relentless fight on fakes and fakirs. It is, first of all, the friend of its readers. This kind of paper will not accept the advertisement of any firm which is irresponsible or fakish; this gives an implied good name to every advertiser. The business relations between persons introduced by a mutual friend are more cordial than those who meet because of the forwardness of the one who has something to sell. The trade paper will introduce any manufacturer or jobber to the class of business men he wants to reach. The introduction coming in the nature of an advertisement does not materially lessen the value of the introduction. The reader knows that the firm is responsible or it would not be allowed to advertise in this particular publication.

If each advertisement is written in the nature of a direct bid for trade, the trade paper advertisement will bring larger results than a circular every time. The average manufacturer, however, puts a standard card in the trade paper space and then supplements this advertisement with circular letters, and because returns come in he thinks the letters are alone responsible. The results come because his trade paper advertising has established his good name. A business man nowadays who gets a circular letter from a strange firm has to be mightily interested before he will give it any consideration. There are too many good and reliable firms to experiment with strangers.

It is also a fact that it is the irresponsible manufacturer, driven out of trade papers, that resorts to circular letters. For the legitimate manufacturer or jobber to try to compete with this class is foolishness. It is foolish for two reasons: He simply injures himself every time he notices this class; second, it costs too much in proportion to what can be taken out of it. Advertising with circular letters is one of the most expensive kinds of advertising.

One Gross a Month.

We illustrated in a recent number of the AMERICAN DRUGGIST a new Marvel syringe, which is made by the Marvel Mfg. Co., of New York City, and which has introduced a wholly new principle in female syringes, that of the solid whirling spray. One retailer in this city purchased a gross of these syringes on July 5. Without any other advertising aside from that given by displaying the syringes in the window, the entire gross was sold and another ordered in less than a month. This is certainly excellent testimony to the salability of this new syringe. Our readers should write the manufacturers for information concerning it. See the display advertisement in this issue.

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and Pharmaceutical Record.
"America's Leading Drug Journal." Founded 1871

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THE TARRANT DISASTER.

NEVER in the history of the drug trade has so startling a disaster occurred as that which wrecked the buildings on both sides of Warren street for an entire block on October 29. Considered simply as a fire and in so far as it affected the drug trade exclusively, the Tarrant disaster was not on so large a scale as the fire which destroyed the building and stock of the Richardson Drug Co., at St. Louis, some years since. Full details in so far as they are now known regarding the fire and explosion in the Tarrant building are printed in our news columns. Unfortunately at this writing the storage warehouse books containing a record of the materials stored in the building of Tarrant & Co. are in the keeping of the authorities and their contents have not yet been made known. For this reason any consideration of the cause of the terrific explosion must be, to a certain extent, speculative, since there may have been in the building substances the knowledge of whose existence might throw a new light upon the situation.

It is stated that there were stored on the floor in which the fire was first seen some forty-five kegs of chlorate of potash. Since the precise nature of the other drugs and chemicals stored there has not been made public, it is useless to speculate upon their character.

Up to within a year past chlorate of potash was not looked upon as being, *per se*, an explosive, though when mixed with any easily oxidizable substance it forms a very violent explosive. In May, 1899, however, a terrific explosion occurred at St. Helens, England, which was attributed by the authorities to some 80 tons of chlorate of potash stored in the building. For a long time the cause of the explosion was in doubt, many chemists denying that it was due to the chlorate.

In a paper by C. H. Lobey de Bruyn (Zeits. für angew. chem., 1899 [27],

633), on "The Explosiveness of Potassium Chlorate," the author concludes that the explosion at St. Helens was analogous to a local fire in a gun cotton store. The fire commences quietly and the cotton simply burns away, but as the fire spreads and becomes more fierce a point is reached at which the gases produced can no longer escape, but are forced out with explosive violence. This primary explosion acts as a detonator to the unexploded cotton and the whole contents of the store explode. Potassium chlorate requires a more powerful detonator than gun cotton and is not itself combustible, but it is quite probable that a portion of the salt was decomposed by the fire and that the increasing volume of gas under the action of heat or contact of the chlorate with burning wood was sufficient to give the initial detonating explosion to the whole mass.

On the other hand, the Chief Inspector of Explosives to Her Majesty's Government explains the explosion on the following ground: That the smoke from burning wood may have formed an explosive mixture with the oxygen liberated from the chlorate by heat, or that the fused chlorate sunk into the alkali waste on which the store house was erected and formed an explosive mixture with the sulphur or calcium sulphide contained in it, or that the temperature reached a point where the chlorate was suddenly decomposed with an enormous evolution of oxygen. Colonel Ford, chief inspector, and Dr. Dupré, who assisted him in his investigation, say that their experiments to detonate chlorate all failed, but that it was found that the chlorate could be exploded by the sudden application of great heat. These experts suggest that chlorate be stored and shipped only in containers of unflammable character, so that an explosive mixture cannot be created in case of a fire, as would be the case were the wooden kegs in which it is usually distributed charred by heat and burst.

The question of what and what is not an explosive depends almost wholly upon the conditions. Flour is not ordinarily looked upon as an explosive, but some of the most disastrous explosions have occurred through the ignition of the flour dust finely disseminated through the atmosphere of flouring mills. In the open air smokeless powder burns quietly and steadily.

The essential features for the production of an explosion are some combustible substance which, on being ignited, produces suddenly a large volume of gas and some oxidizing agent. Nitrate of ammonia and chlorate of potash are the oxidizing agents most frequently used. Chlorate of potash, when combined with from 10 to 40 per cent. of combustible matter, forms an explosive which is not only powerful but quite sensitive and which may be detonated either by friction, by a blow or by simple ignition. It has been suggested as possible that the chlorate of potash contained in the kegs might have become saturated with some easily combustible matter, such as aniline oil, sulphur, turpentine, etc., which may have been liberated from its container by the fire, spread over the floor, and, penetrating the kegs, saturated the chlorate of potash.

Whatever may have been the cause of the explosion, it does not seem to have been in the power of Tarrant & Co. to prevent it by any precautions which we now know of, and this firm, which only eight years ago suffered very considerable loss from a fire, have the sincere sympathy of the trade in the disaster which has befallen them. Mr. Main, the president of the company, occupies a position in the esteem of the trade, both wholesale and retail, which insures for him the warmest and most cordial sympathy in the unfortunate circumstances in which he finds himself. Mr. Main has occupied the highest position in the gift of the wholesale trade by his election to the presidency of the National Wholesale Druggists' Association. He has long been an honored counselor in the affairs of the American Pharmaceutical Association, and is now and has been for some years past the secretary of the New York College of Pharmacy, of which he is an alumnus. The upright integrity of his character, rounded off as it is by the kindest courtesy to all with whom he comes in contact, has won for him not only the respect, but the warm regard of the entire drug trade, who with one accord acquit him of any culpability in connection with the disaster.

An Indispensable Publication.

Inclosed find check for \$1.50 to pay for my subscription to the AMERICAN DRUGGIST. Please send receipt, also continue to send to me the AMERICAN DRUGGIST. It is an indispensable publication.

C. A. Haeberle.

Louisville, Ky.

PROSPECTS FOR EFFECTIVE N. A. R. D. WORK IN NEW YORK.

THE prospects for the early putting into operation of the N. A. R. D. plan in Greater New York and adjacent territory are now very promising. At a meeting of delegates from the various local pharmaceutical organizations, which was held at the College of Pharmacy of the City of New York and which is reported elsewhere in our columns, the delegates agreed to report favorably to their respective societies on the question of adopting a schedule of prices as arranged for by the N. A. R. D. at the Detroit meeting. The second general conference of delegates will be held on the second Thursday in December, and it will then be decided definitely as to what the scale shall be.

The difficulties heretofore encountered in putting practically into operation any plan for the regulation of prices was that the organizers did not decide in advance upon a given schedule, and when they were asked as to what was the rate proposed to be established were unable to give answers that were satisfactory. Then the trade was not so well organized; there were not the same number of local associations, and the trade could not act either as a unit or as members of a great organization which could treat with other national associations having dealings with the trade, and in this way was unable to say to the wholesale dealers and manufacturers as they can now, "If you slap the faces of the retail druggists of this section of the country we will see that the druggists of every section are informed of the action." This is not the exact phraseology used by the druggists of the country at their last convention in Detroit, for they put it a little more strongly, and the feeling was general that the National Association would take up the cause of the smallest local organization in any given part by calling upon every local and State association in affiliation with it throughout the country to make the cause of the smallest local organization their own.

The general method pursued in inaugurating the plan in each particular locality will undoubtedly be along reasonably uniform lines; where aggressive cutters in any particular locality are obtaining supplies the local jobbers will, no doubt, be notified through the local retail associations, most probably verbally. The results of any action of this kind will then be communicated to the central body, and the Executive Committee of the National Association of Retail Druggists will act throughout in an advisory capacity, suggesting steps

to the local organization where any fresh difficulty is encountered.

It should be borne in mind that the policy of the National Association of Retail Druggists entirely precludes any idea of retaliation. In every instance an effort should be made to conciliate the cutter and to induce him to join with his fellow druggists in establishing a uniform schedule of prices. The history of the movement in Minneapolis serves as an excellent model for those in other localities. Briefly, the druggists of that city have agreed with the department stores, establishing a certain minimum upon all proprietary preparations and allowing the department stores a differential varying from 2 cents on 25 cent articles to 4 cents on 50 cent and \$1.00 articles. In consideration of this differential, which, it will be observed, is not sufficient to pay car fare, the department stores have agreed not to advertise proprietary preparations at cut prices. The liberal spirit which prompted this concession on the part of the Minneapolis druggists must be shown throughout if the drug trade expect to accomplish anything in their dealings with the department stores. As to the details of methods to be pursued in any particular locality no hard and fast rule could possibly be laid down, but the druggists of any of the smaller cities may rest assured that if they will come together and act with a reasonable degree of energy and uniformity the national body will see to it that their work is not nullified by outside interference.

It is most encouraging to note the progress which the movement promises to make in New York City. The plans of the men who are most active in the movement include the employment of paid organizers, a plan which has been recommended by the N. A. R. D., and which has certainly proved by the results obtained in other parts of the country to be one of the best yet devised. We trust that the individuals who are moving in this matter will stick to their guns manfully in the face of the opposition which is sure to develop in some quarters, for the cause is one of the most worthy that has yet engaged the attention of the trade.

AMENT the discussion as to the ownership of the prescription, it is now proposed to procure an amendment to the pharmacy law making it a misdemeanor for a pharmacist to refill any prescription without the consent of the prescriber. It is also suggested that it be established by law that the pharmacist is the rightful owner of the original prescription, but that he be required to give a certified copy of it to the patient. It is not proposed to allow prescriptions to be filled from this copy, which is intended for the protection of the patient and as a guide for the physician in future prescribing.

What have pharmacists to say to this novel proposition?

(Written for the American Druggist.)

Labor Saving Contrivances.

INGENUITY IN THE DRUG STORE.

A Handy Box for Polishing Materials—An Asbestos Stand for Small Operations in which Heat is Employed—A New Idea in Graduate Racks—Some Observations as to the Value of Enameled Sinks.

BY JOSEPH F. HOSTELLEY,

Collingdale, Pa.

THE illustration presented in Fig. 1 is that of a novel, inexpensive device designed for the reception of the sundry articles peculiar to the cleaning of silver ware, brass, etc., and as a means for facilitating the polishing of spatulas, soda fountain accessories and divers small articles. The invention consists of a shallow oblong box, say 8 inches by 12 inches, into one end of which a shallow drawer has been introduced, which enters the box to a depth of about 5 inches. A second small drawer enters one side of the box, far enough in the rear to escape the drawer in front. In the latter compartment are kept the cloths and brushes used in putting a polish on the metal ware; in the side drawer are to be found polishing powders and paste. Upon the top of the case there is laid and firmly affixed a piece of $\frac{1}{4}$ -inch board, the dimensions of which leaves exposed about 1 inch of the top of case on all sides. To the back of this slab of

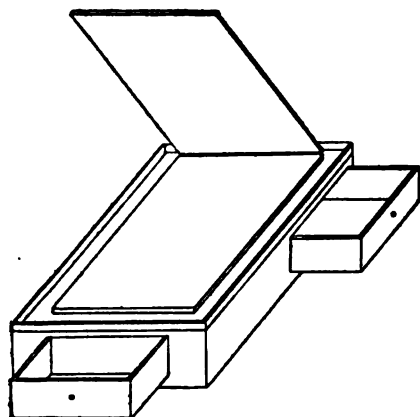


Fig. 1. Polish Box and Material Container.

board there is hinged a second section, of the same dimensions, in such a way that it may be laid flat upon the first or swing back over the rear of the polishing case. If before this adjustment has been effected the upper face of the first board and the lower face of the second be covered with a piece of heavy cloth or felt, secured by tacking the same around the edges, there is afforded an expedient for the quick and convenient polishing of various small articles of metal. With the upper "jaw" swung back there is presented a suitable surface upon which to hold a spatula, knife, soda spoon, tumbler holder, nozzle from phosphate bottle or screw cap from nutmeg shaker with the left hand while it is polished with the right. When the two "jaws" are made to meet and held firmly together, the blade of a spatula can be thrust between the two and an alternate movement exe-

cuted which will pretty effectually brighten the blade if a suitable polishing medium has been previously applied to the cloth covering of the jaws. In the appended sketch it will be remarked that a narrow ledge of wood surrounds the top of case flush with the edges; this is to prevent the superfluous powder escaping from the device during service, from falling to the table or floor, or being scattered over surround-

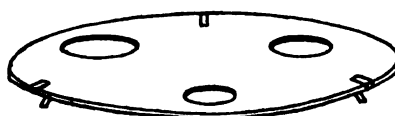


Fig. 2. Apparatus for Small Evaporation Work.

ing objects. When a case of this description is employed all the requisite utensils for polishing are kept in a neat, cleanly manner, just where they may be located in a trice, and the polishing adjunct on the top often proves a time and labor saving expedient when small metal articles are to be cleaned.

For Small Operations of Evaporation or Desiccation.

Frequently it is necessary to conduct either a process of desiccation or slow evaporation on a small scale. This can be done in a handy, economic way by the following method, illustrated in Fig. 2: From a section of asbestos board, possibly $\frac{1}{2}$ inch thick, cut a circular disk of most any desired dimensions, in which two, three or more round apertures are made with a sharp knife. These holes are to vary in size, each to be not quite as large as the top of a certain small porcelain or glass evaporating dish. From narrow strips of brass, sheet iron or tin three low legs are made for this disk and affixed to the rim, equidistant apart, by bending around the edge and letting one end project an inch or more beyond one face of the disk, which becomes the bottom of the device. It will be necessary to rivet the legs to the asbestos that they may not forsake their position.

When a small operation of evaporation or desiccation is to be conducted, the substance to be treated is put into an evaporating dish of little capacity, the vessel is set into one of the apertures in the asbestos disk of appropriate size and the contrivance rested on the top of the laboratory or kitchen range, with a light cover over the vessel or vessels to prevent the entrance of dust. In this manner one or several operations such as we suggest may be conducted at the same time in a graceful way by means of heat which would otherwise be put to no monetary pur-

pose. A prolonged consumption of gas is obviated in this way.

A Device for Supporting Graduates.

A simple, easily contrived device for supporting a graduate suspended from its base is illustrated in Fig. 3. This is nothing more or less than a strip of metal (brass, tin or zinc) bent at either end into a sharp curve so that the strip will receive and retain the foot of a graduate when the metal is made fast to the under surface of a shelf in the manner shown in cut. A strip of metal to support a certain graduate should be a little wider than the diameter of the graduate base. If the ends of the strip are bent so that when the rack is in position the intervening space narrows toward the rear a trifle, this will prevent the graduate from entering the support too far. Such a graduate rack as this can be fashioned without a kit of tools and in a few minutes.

The Value of Enameled Sinks.

From time to time we have heard considerable comment of a favorable nature passed upon enameled-iron sinks as adjuncts to a laboratory or prescription department. At this writing we appreciate the significant fact that these laudatory remarks were, without noticeable exception, the enthusiastic utterance of the uninitiated who spoke from hearsay merely. We have tested and seen tried by a friend the merits of this "jewel." The enameled iron sink is a gem in its way and a thing of beauty—for possibly a month. At first



Fig. 3. Device for Supporting Graduates.

its pristine whiteness lends an air of elegance to the apartment it graces, then it slowly but surely begins to acquire a dark brown stain and a neglected look. Acid and sand soap daily applied gives its beauty a longer lease of life, but even with such stringent measures its whiteness is only transient. In a busy store it is hardly practicable to observe this constant care and cleanliness. When one is aware that a sharp blow is very apt to chip the enamel coating from the iron beneath, be he as cautious as he may not to let heavy objects fall into the sink or to strike glass or other vessels against the side, it is next to impossible to avoid such an accident always. The chipping of the enamel incapacitates the sink as a perfect receptacle for the disposition of waste matter, the exposed iron being attacked by acids with results which may be imagined. And the chipping is not good for the looks of the sink. There may be good, serviceable enameled iron sinks that are all they are represented, most certainly there are those on the market which cannot meet with the approval of a druggist, and they are expensive luxuries.

Care of the Sink.

It is well to leave loose the perforated plate in the sink which forms a cover for the drain pipe. When it is screwed down there is little or no incentive to remove it periodically to cleanse its un-

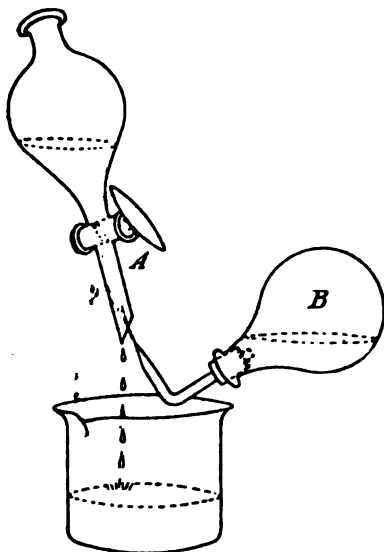
der surface, and most certainly this attention should be accorded it at frequent intervals. The writer has caused these plates in laboratory sinks to be left loose from a sanitary consideration and it is surprising what an accumulation of muck and microbes will form on the lower surface of these disks in a short time.

The Weather and the Woodwork.

During wet weather or when the atmosphere is charged with moisture, certain obstinate drawers and doors in cabinets, cases and wall fixtures are very prone to stick, sometimes to such an extent as to make their opening impossible. It is well while such atmospheric conditions last to observe the rule of not closing these troublesome doors or drawers tightly. This practice will either entirely obviate the annoyance or so modify it as to make it scarcely worthy of comment. A drawer may be closed to the preclusion of dust and still not be entirely within its compartment, which will enable it to be more easily opened should it be inclined to stick, then a sharp, light blow will often free it sufficiently to allow of its being opened.

For Washing a Separatory Funnel.

A. W. Nunn proposes ("Pharm. Jour.") to remove the last drops of any liquid passing through a separatory funnel by injecting into the delivery tube of the funnel a stream of any suitable liquid from a rubber bulb (B) fit-



Device for Washing Separatory Funnel.

ted with a bent nozzle, as shown in the accompanying engraving. Without some such device as this it is practically impossible to secure complete separation of the two liquids.

SCURF POMADE.

Benzoated lard.....	120
Precipitated sulphur.....	4
Lanoline.....	20
Alcohol (90 per cent.).....	20
Salicylic acid.....	1
Geranium oil.....	1
Rose water.....	60

TOOTHACHE DROPS.

Comp. tr. benzoin.....	drachms 2
Chloroform.....	drachm 1

M. Sig.: Insert a piece of cotton wet with this in the tooth every hour or oftener until relief is experienced.

Druggists' Course in Optics.

A course of study intended to prepare the Druggist for work as an Optician. Conducted by C. H. BROWN, M.D., President, The Philadelphia Optical College.

(Fourth Paper.)

REFLECTION.

REFLECTION of light may be defined as a change in the direction of its rays without a change of medium. The approaching ray which falls on the reflecting surface is known as the incident ray, while that which is thrown off as the reflected ray. Reflection of light varies in degree according to the nature of the surface upon which the light falls. From rough surface it is called irregular reflection, the rays taking many directions and forming diffused light. Regular reflection occurs from polished surfaces, a mirror being the best example, from which most of the rays take the same direction.

When light falls perpendicularly on a mirror it retraces its course to the source of light. If it strikes the surface obliquely, it is reflected obliquely at the same angle, from which fact the following law of reflection is deduced: the angle of reflection is equal to the angle of incidence.

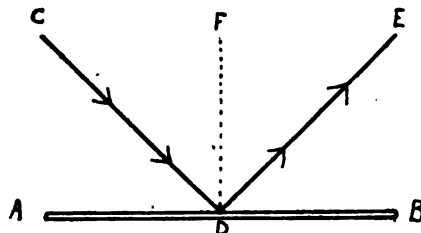


Fig. 4. Showing that the Angle of Reflection is Equal to the Angle of Incidence.

In this diagram a ray of light starting from the point C strikes the mirror at the point D, and is reflected in a straight line in the direction of E.

If a perpendicular line be erected from D to F, it will divide the angle formed at D into two equal parts.

The images formed by a plane mirror appear just as far behind the mirror as the object is in front of it. The image is a perfect representation of the object in form and size and color, but is laterally transposed, so that the left of the object becomes the right of the image. The reflected image of a printed page shows the letters arranged backward and from right to left, appearing the same as the compositor arranges his type. When the printer's matter is arranged for the press it can be read by means of a mirror the same as if its impressions were on paper.

Reflection from Curved Surfaces.

The law of reflection is the same when applied to regularly curved surfaces, because they may be regarded as consisting of a number of infinitely small planes inclined one to another.

Reflection by a Concave Surface.

The manner in which a concave surface reflects rays is shown in the above diagram. When parallel rays of light fall upon three planes inclined to one another, as A, B and C, they are thrown back according to the law of reflection and meet at the point F, which is the

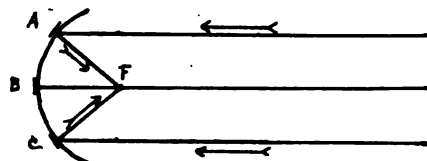


Fig. 5. Showing Reflection from a Concave Surface.

principal focus, and its distance from the mirror the focal length of the mirror.

If a luminous point be situated at F, the rays diverging from it and striking the mirror would be reflected as parallel. Without going further into detail as to the action of a concave mirror when the luminous point is placed at different distances, its action in the formation of images may be summarized as follows:

If the object be placed at the principal focus of the mirror, no image is seen.

If closer than the focus, an erect and enlarged image is produced.

If beyond the focus, the image is inverted and enlarged but diminishes in size as the object is removed.

Reflection by a Convex Surface.

With convex mirrors the above conditions are reversed, parallel rays falling upon such a surface are reflected in a divergent form and hence never meet, and no positive or real focus is formed. The image formed by a convex mirror

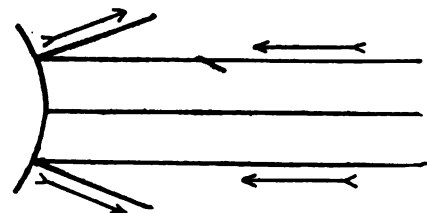


Fig. 6. Showing Reflection from a Convex Surface.

is always virtual (as opposed to real) erect and smaller than the object.

These statements in regard to the action of convex and concave mirrors as to the position and size of the images formed can be verified by experiment with polished curved surfaces, such, for instance, as those of a lamp reflector.

Gathered Formulas.

(Continued from page 247.)

Chilblain Remedies.

FOR UNBROKEN CHILBLAINS.

White and yolk of egg.....	No. 1
Diluted acetic acid.....	ozs. 8
Spirit of camphor.....	oz. 1
Oil of turpentine.....	oz. 1/2
Tincture of arnica.....	dr. 1

Directions: Soak the affected parts in hot water and dry them; shake the lotion well, and rub it in and allow it to dry before the fire.

CAMPOR AND CHLOROFORM OINTMENT.

Camphor ointment.....	dr. 2
Petrolatum.....	oz. 1
Chloroform.....	m. 10

SWEDIAUR'S PASTE.

Bitter almonds.....	ozs. 8
Honey.....	ozs. 6
Powdered camphor.....	oz. 1/2
Mustard.....	oz. 1/2
Burned alum.....	oz. 1/2
Olibanum.....	oz. 1/2
Yolks of egg.....	No. 8

Beat together to form a paste. Rub a portion on the part affected, moistened with water, night and morning, then wash with warm water and dry with a cloth.

CAMPOR AND ARNICA LOTION.

Tincture of arnica.....	Parts.
Rose water.....	
Glycerin, of each.....	3
Spirit of camphor.....	1

SULPHUR LOTION.

Sulphurous acid.....	Parts.
Glycerin, of each.....	1
Distilled water.....	2

SEBINE COLLODION.

Tincture of iodine.....	Parts.
Ether.....	2
Collodion.....	15
	50

FOR BROKEN CHILBLAIN.

Yellow wax.....	Parts.
Rape oil.....	15
Yolk of egg.....	50
Lead acetate.....	1
	5

FOR CHILBLAINS AND FROSTED FEET.

Tincture of iodine.....	Parts.
Camphor.....	2
	1

Apply with a feather night and morning.

CHILBLAINS CRAYONS.

Camphor.....	Parts.
Iodine.....	3
Olive oil.....	6
Paraffin.....	96
Alcohol.....	57
	q. s.

Dissolve the camphor in the oil, and the iodine in as small a quantity of alcohol as possible. Add the mixed liquid to the melted paraffin and pour the whole in suitable moulds. The pencil can be rendered hard or soft by the addition of, or diminution of, olive oil.

ANILINE INDELIBLE INK.

Solution A.

Copper chloride, cryst.....	8.52
Sodium chloride.....	10.85
Ammonium chloride.....	5.85
Water.....	60

Solution B.

Aniline hydrochlorate.....	20
Distilled water.....	80
Gum solution (1 in 2).....	20
Glycerin.....	10

Four parts of Solution A with one part of Solution B yield a greenish fluid which can be used at once to mark

linen, but the compound will not keep more than a few days.

SHOW CARD INK.

Pure asphaltum.....	ozs. 2
Venice turpentine.....	oz. 1
Lamp black.....	oz. 1/2
Spirit of turpentine.....	oz. 8

TYPEWRITER RIBBON INK.

Anilin black.....	oz. 3/4
Alcohol.....	ozs. 15
Glycerin.....	ozs. 15

LABEL VARNISH.

Sandarac.....	Parts.
Mastic.....	100
Copaiba.....	40
Venice turpentine.....	15
Oil of turpentine.....	30
Alcohol.....	40
Absolute alcohol.....	90

Macerate until solution is effected.

UNIVERSAL VARNISH.

Shellac.....	Parts.
Mastic.....	15
Venice turpentine.....	2
Absolute alcohol.....	100

PILL VARNISH.

Balsam tolu.....	Gm. 15
Resin.....	Gm. 1.5
Alcohol absolute.....	Gm. 15
Ether.....	Gm. 100
Boiling water.....	Gm. 50

Digest the balsam with the boiling water on a water bath for one hour, shake frequently and decant the liquid. To the residue add the resin, and then pour on the absolute alcohol and ether. Macerate so as to form a tincture and filter through cotton.

INCENSE POWDER.

Benzoin.....	ozs. 4
Storax.....	ozs. 4
Labdanum.....	ozs. 6
Myrrh.....	ozs. 6
Cascarilla.....	ozs. 3
Oil cinnamon.....	m. 8
Oil lavender.....	m. 20
Oil bergamot.....	m. 20
Oil clove.....	m. 10

Mix, and pass through a coarse sieve.

FORMALDEHYDE TOOTH-WASH.

Formaldehyde.....	50
Tincture of benzoin.....	200
Tincture of myrrh.....	50
Oil of peppermint.....	3
Oil of anise.....	2
Oil of cassia.....	1
Oil of cinnamon.....	15
Cochineal.....	2
Alcohol.....	1,000

Mix.

[A patent has recently been granted by the United States Patent Office on a combination of formaldehyde with essential oils for disinfecting or other purposes, and the manufacture of the above might be construed as an infringement of this patent.—Ed.]

GOULEY'S LUBRICANT FOR CATHETERS.

(New York Medical Journal.)

White Castile soap, powd.....	oz. 1
Water.....	ozs. 3
Mucilage of chondrus crispus.....	ozs. 3
Formalin (40 per cent.).....	minims 10
Thymol.....	grains 5
Oil of thyme.....	minims 5
Alcohol.....	minims 15

Heat the soap and water, and stir until a homogeneous slime is formed; then add the three ounces of mucilage (made of the strength of one ounce of chondrus crispus to the pint of water). When cool, pour in the formalin, then the thymol and oil of thyme mixed with the alcohol; stir, strain, and keep in a covered vessel until all air bubbles have vanished. The result is an opalescent, slimy substance, of the consistence of honey, which should be put up at once in two-ounce collapsible tubes and sterilized.

(To be continued.)

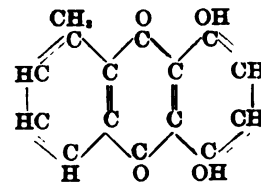
RECENT STUDIES OF THE PURGATIVES CONTAINING EMODINS.

By Prof. A. TSCHIRCH.

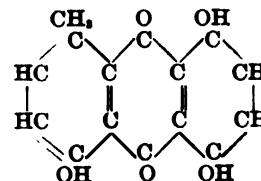
Bern.

In a series of earlier communications¹ I have shown that the group of purgatives characterized by Kobert under the name of "specific purgatives without irritating properties" possessed in common the property of yielding the Borntraeger reaction. That is that extracts of these drugs when shaken with ether yield ethereal solutions which on being shaken with ammonia give to the latter a cherry red color. To this group belong aloes, frangula bark, cascara sagrada bark, the fruit of rhamnus catharticus, thorhizome rhubarb, and the leaves and fruit of senna. The studies carried on in conjunction with Pedersen, Oesterle, Aweng, Heuberger, Esslemont, Hlepe and Polacco show that all these drugs contain emodins. The presence of an emodin in rhubarb, frangula and cascara sagrada was already known. We have also found emodins in aloes (both from the Cape and from Barbadoes), in English and Austrian rhubarb, and recently also in the fruit of the buckthorn and in the leaves and fruit of senna.

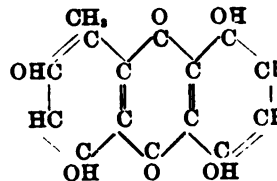
The emodin is in the most of the drugs named, accompanied by chrysophanic acid, and in one case also by rhein. These three bodies stand in very close chemical relationship to each other; they are oxymethylanthraquinones (Lubermann, Hesse). Their constitution as now understood is expressed in the accompanying graphic formulas.



Chrysophanic acid ($C_{12}H_6O_4$) or Dioxymethylanthraquinone.



Emodin ($C_{13}H_{10}O_5$) or Trioxymethylanthraquinone.



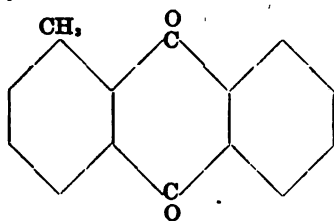
Rhein ($C_{15}H_{10}O_6$) or Tetraoxymethylanthraquinone.

All three of these bodies are derived from methylanthraquinone, the graphic

¹ An address delivered before the Ninth International Pharmaceutical Congress, at Paris, and translated for the AMERICAN DRUGGIST.

² Ber. der pharm. Ges., Berlin, 1898. Archiv der pharm., 1898, 1899 and 1900. Schweiz. Woch. für Chemie und Pharm., 1898, 1899 and 1900. Münchener Naturforscherversammlung, 1899. Also see AMERICAN DRUGGIST, xxii, p. 99.

formula of the nucleus of which is shown herewith, though the location of the hydroxyl and methyl groups in the anthraquinone nucleus is not yet definitely settled.



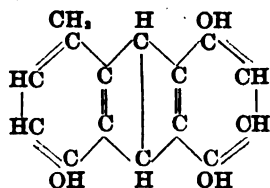
Methylantraquinone.

It is very clear that a large number of isomers of each of the three bodies is possible. Only the isomers of emodin are now known.

Two Groups of Emodins.

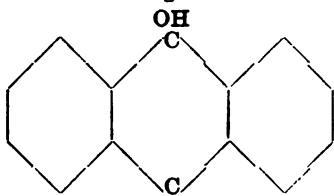
There are now known to be two groups of emodins, to the first of which belong aloë-emodin and senna-emodin. To the second group belong frangula-emodin, rheo-emodin, rhamno-emodin and catharto-emodin. The two groups are distinguished by a number of reactions.

In the first place, they give different reduction products. Aloë-emodin, on reduction with tin and acetic acid yields a body having the formula $C_{14}H_{12}O_6$, which is probably (Oesterle) a dioxy-methanthrol.

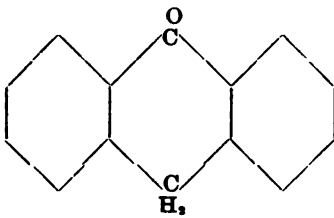


Dioxy-methanthrol—Location of the hydroxyl group unknown.

Frangula-emodin, on the contrary, yields under similar treatment a body having the formula $C_{14}H_{12}O_6$, which is either an antraanol or a hydroanthron (Oesterle); that is, derived from either one of the following nuclei:



No. 1.



No. 2.

On heating a trace of aloë-emodin or senna-emodin with concentrated sulphuric acid and until the latter begins to emit fumes, adding a drop of the liquid to some water in a test tube and supersaturating it with ammonia, the liquid assumes a violet color. With frangula-emodin (rhamno-emodin and rheo-emodin), a cherry red color is produced.

On pouring baryta water over a few

crystals of aloë-emodin the crystals become dark and the liquid pink. With frangula-emodin the liquid becomes cherry red.

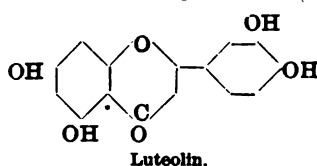
All Emodins are Purgatives.

In a dose of 0.1 Gm. ($1\frac{1}{2}$ grains), all the emodins act as purgatives. Chrysophanic acid also has a purgative action, but only when given in a larger dose. The free oxymethylantraquinones are, in the above named drugs, accompanied by bodies which, under certain circumstances, decompose, yielding oxymethylantraquinones. In aloë it is aloin which yields emodin, with senna, rhubarb and frangula it is probably a glucoside which yields the emodin (Aweng, Gilson). These glucosides are very unstable bodies and are easily converted into so-called nigrine, an insoluble black substance which upon hydrolysis with alcoholic potash yields emodin and chrysophanic acid, as has been shown by the study of alonigrin, senonigrin, rheonigrin and rhamnonigrin. It now appears that the purgative action of these drugs is due more to the substances which upon decomposition yield oxymethylantraquinones than upon the free oxymethylantraquinones present. These substances are decomposed in the intestines and thus furnish the oxymethylantraquinones.

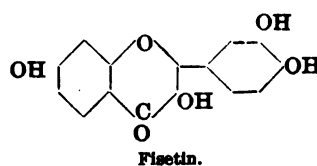
It is not yet known what is the substance which produces the disagreeable by-effects observed when large doses of aloë are given, such as tenesmus, congestion of the kidneys, hemorrhoidal bleeding, etc. In frangula the body which in the fresh bark produces vomiting is decomposed upon being kept a long time or on being heated to 100 degrees C. This substance has the characteristics of a ferment. It has so far been impossible to accurately determine the character of the substance present in senna which produces the colicky pains and griping. Its behavior in general resembles that of resins. It may be separated by cooling the hot aqueous extract. Other accompanying substances, however, are found in the drugs named—such, for instance, as the coloring matters of varying constitution.

In the fruit of the buckthorn four new yellow coloring matters have been found: rhamnocitrin and beta-rhamnocitrin ($C_{14}H_{12}O_6$), rhamnolutin ($C_{14}H_{12}O_6$) and rhamnochrysin ($C_{14}H_{12}O_6$). These coloring matters do not belong to the class of oxymethylantraquinones.

Rhamnolutin ($C_{14}H_{12}O_6$) is isomeric with luteolin and with fisetin, both of which are shown herewith in graphic formulas, and it is plain that since it



Luteolin.



Fisetin.

forms a tetraacetyl derivative that it should be considered as a tetraoxyflavon; that is, as a tetra-oxy-alpha-phenyl-benzo-para-pyrone. The position of

the hydroxyl group has not yet been determined.

Rhamnocitrin ($C_{14}H_{12}O_6$) forms a triacetyl derivative and in its behavior throughout resembles xanthone. It may be considered as dihydro-trioxy-xanthone. In this compound, also, the position of the hydroxyl group is yet to be determined.

It is a most remarkable fact that these yellow coloring matters possess no purgative properties, and that nataloin, which from its reactions seems not to contain any methylantraquinone nucleus, is also deficient in purgative action. The purgative action of the emodins seems therefore to depend upon the presence of a certain atomic grouping. These groups of atoms which exercise a purgative action I have called "ecceprotophor."

Emodin may be detected very easily in the urine. It is always present when emodin or drugs containing emodin have been administered. In order to prove the presence of the emodin compound (apparently an ester), proceed as follows: boil the urine with one drop of potassa solution acidified with hydrochloric acid, shake out with ether, and agitate the ethereal solution with diluted ammonia. In the presence of emodin the ammonia will be colored a lighter or deeper cherry red.

The yellow coloring matter from the fruit of the buckthorn may also be detected in the urine, the ammonia in this case being colored yellow.

Chemistry of Senna.—Tschirch and Hiepe describe ("Archiv. du Pharm." 238, 427) a granular crystalline substance that is deposited from the aqueous percolate of senna leaves as possessing the composition represented by the formula $C_{14}H_{12}O_6$, and giving the same reactions as sennigrin. From the aqueous percolate cathartic acid can also be prepared. The substance obtained from a weakly ammoniacal percolate is anthragluco-sennin. The prepare the products of its hydrolysis the substance is first fractionally extracted with ether. By boiling the portion soluble in ether with toluene, and pouring the solution into petroleum spirit emodin is precipitated while chrysophanic acid remains in solution. The emodin of senna is said to have the composition represented by the formula $C_{14}H_{12}O_6(OH)_2$, and, according to its reactions, to be identical with the emodin of aloë.¹ Senna chrysophanic acid $C_{14}H_{12}O_6$ is obtained on evaporating the petroleum solution above mentioned: a third substance, remaining undissolved in the treatment with toluene, has the composition represented by the formula $C_{14}H_{12}O_6$, is considered to be possibly an emodin glucoside, and is named gluco-sennin. Senna isoemodin has the same percentage composition as senna emodin, and is obtained from the portion of anthragluco-sennin insoluble in ether by treatment with acetone and shaking the solution with petroleum spirit. There remains dissolved a substance the authors name senna rhamnetin. Sennigrin, or that portion of anthragluco-sennin that remains undissolved after treatment with ether and acetone, is black, and otherwise resembles aloë nigrin, but by treatment with alcoholic potash it yields senna emodin and senna chrysophanic acid.

¹ See article above by Tschirch.

GERMAN NATURALISTS.

FROM THE AACHEN MEETING.

(Concluded from page 248.)

THE NEWEST MATERIA MEDICA.

BY C. SCHERGER,

Basle, Switzerland.

The author spoke first of the very large number of new medicaments, particularly the synthetics, which had been introduced into medicine within the last three decades, only a portion of which have been successful in finding any permanent foothold in medicine. He then turned to the different atomic groupings that had been introduced, and spoke particularly of the sulpho group and its introduction into the phenols, referring especially to asterol and thlocol as representing this class of preparations. The statement of Behring which was quoted by the author to the effect that the activity of the mercurial compounds depended only upon the quantity of mercury dissolved and not upon the character of the combination in which it existed, brought on a discussion which was participated in by Professor Paul, of Tübingen, Dr. Katz and Dr. Bongartz. Professor Paul stated that he did not regard asterol as a definite mercurial salt, but thought it rather more probable that the mercury enters into the nucleus. He did not think that the peculiar bactericidal properties exercised by this compound could be attributed solely to the amount of mercury present.

FERSAN.

BY DR. ADOLF JOLLES,

Vienna.

The process devised by the author for the manufacture of the preparation which he terms fersan yields a substance which is, chemically considered, a paranuclein compound containing iron and having the following properties: It is soluble in water, is not coagulated on boiling, is fully absorbed in the intestines, and contains iron and phosphorus in organic combination. According to analyses made in the royal analytical laboratory in Vienna, fersan contained 88.8 per cent. of water-soluble albumen (acid albumen). The experiments carried out in the Royal Chemical Agricultural Experiment Station concerning the effect on nutrition showed that fersan had absolutely no disturbing action upon the digestive organs, not causing loss of appetite, diarrhoea, constipation, etc.; that it contained iron acid albuminate, which had no effect on the digestive functions of the stomach, and which was fully absorbed and assimilated by the intestines. Fersan contains relatively large quantities of iron and phosphorus in organic combination, and is therefore suited for such individuals as require iron and phosphorus as well as albumen. The clinical studies which have been carried out by Kraft-Ebing, Neumann and others have shown the most satisfactory results with this preparation in the treatment of anemia, chlorosis, etc.

THE ALKALOIDS OF DELPHINIUM STAPHISAGRIA.

BY DR. KATZ

While delphinine was known as early as 1819 and was therefore one of the

first of the alkaloids isolated, its chemistry has been but very little studied. Stojanow has found two alkaloids in the seed which differ from each other only in the form of crystallization and in one having one atom more of hydrogen than the other. The author was enabled by simple recrystallization to change the needle-shaped crystals into the plate-formed crystals, and is therefore inclined to believe that the delphinine and staphysagrine of F. B. Ahrens are alone present in the seed, delphinoidine and staphysagrine being merely decomposition products.

The preliminary examinations which were carried out with a view to determining the approximate quantity of alkaloids contained in the seed showed that Keller's method was not available, since, in removing the fat from the seed by means of ether or of petroleum ether, the larger part of the alkaloids were carried over into the ethereal solution, and could not be completely removed from this solution by means of diluted hydrochloric acid on account of the formation of an emulsion when the acid and ether are agitated together. Furthermore it was found that the seed could be completely exhausted of their alkaloidal contents by extraction first with ether and then with alcohol. On treating 50 kilos of seed with ether first and then with alcohol the author obtained 15 kilos of a dark green fatty oil and 1.5 kilos of alcoholic extract. Since the author was confining his attention at this time to delphinine, and since he had proved that the alcoholic extract was free from this base, he only worked upon the ethereal extract from which he obtained the delphinine partly by precipitating the oleaginous-ethereal solution with ethereal solution of oxalic acid, but principally by shaking out the solution with tartaric acid, which does not form an emulsion with the fat. This alkaloid was purified in the following manner:

The tartaric acid solution is precipitated with sodium cyanide, the colorless liquid containing the major portion of the alkaloids shaken out with ammonia and ether, the ether evaporated, and the delphinine recrystallized from alcohol, when it is obtained in shining colorless crystals. The residue of the alkaloid contained in the cyanide precipitate is obtained by dissolving the precipitate in acetone, shaking out with ammonia and ether, and proceeding with the free alkaloid thus obtained in the same manner as indicated above until the alkaloid is obtained in a pure state. Fifty kilos of the seed were found to yield 30 Gms. of delphinine.

The author subjected the pure alkaloid to a large variety of tests in order to determine its constants. The double platinum salt is soluble in water, alcohol and chloroform, crystallizing out of the latter in fine needle shaped yellow crystals. Efforts to determine the decomposition products showed the alkaloid to be very difficult of decomposition. The author is inclined to look upon it as an ester-like compound.

NOTES OF THE GERMAN COLONIES.

BY C. BERNEGAV,

Hanover.

The author reviewed in a general way the commerce of the German colonial possessions, giving abstracts from official statistics in proof of his assertion that the commerce of the colonies is

growing very rapidly. The amount of cacao beans imported into Germany from the Cameroons in 1896 was 51,500 kilos, valued at 44,000 marks, but by 1898 this had risen to 15,860 tons, valued at 23,200,000 marks. The question of labor in the development of the cacao plantations is a very serious one, much loss having been entailed to the planters recently through the agitation of the labor leaders, which resulted in a cooley outbreak which was put down by government troops. The condition of the laborers as regards sanitation requires careful oversight. The amount of food given to each workman is sufficient, but the laborers themselves are careless in the preparation of the food, and are very careless as to their sanitary surroundings. As a consequence the death rate among them from dysentery is very high.

The author described

The Method of Curing Cacao Beans.

The fresh beans are covered with banana leaves and allowed to ferment. The external temperature is about 38 degrees C. After one day's fermentation an alcoholic odor is developed, and the temperature of the interior of the beans rises to 50 degrees C. On the second day much alcohol is formed and the temperature rises to 60 degrees C. After three days' fermentation, acetification sets in and the temperature rises to 70 degrees C. On the fourth day the acetification is very pronounced and the temperature still rises. In an experiment carried out by the author the beans were finally washed and dried in a Wayfarth drier. The beans after one or two days' fermentation are light in color, but those which had been fermented for three or four days were darker. Both in taste and color those beans were best which had been fermented for two days. The appearance of the darker coloration takes place when acetification sets in, showing that the change in color is probably due to the oxidization of the cacao red.

It is highly necessary that the room in which the fermentation takes place should be absolutely clean and airy. Too rapid a rise in the temperature must be carefully guarded against so as to avoid excessive oxidation of the sugars present in the bean, which would thus be converted into acetic acid instead of alcohol. It is essential that the drying be carried out very carefully and that the beans be kept thoroughly dry and well aired during their transportation to Europe. The author obtained a solution of sugar from the fresh beans which tasted like a solution of sugar with the addition of citric acid. On evaporating the filtrate the residue became dark in color and developed a caramel-like odor. A sweet drink, somewhat resembling lemonade, is made from the flesh of the fresh cacao bean, and is much esteemed by the negroes of the Cameroons.

The sugar obtained from the juice of the cacao is useful for preserving the fresh kola nuts, which are an important article of commerce in markets of Sierra Leone, Lagos, etc.

Peanut Culture in Senegambia.

The author took occasion during his presence in Dakar, Senegambia, to investigate the peanut industry, which he found to be carried on there on a large scale. In the English and Portuguese

territory in particular the growth of peanuts is carried on very actively, 29,000 tons having been shipped from Bathurst alone. In Portuguese Guinea, the factories give the natives peanuts for planting, each negro receiving a bushel for this purpose. During a good season one bushel of seed yields a crop of about twenty bushels.

Kola Nuts.

Since the kola nut is one of the most important articles in the domestic trade of Africa, the author had begun planting kola trees and during the past year had planted about four thousand of the best varieties, Liberian, Sierra Leone and Guadja, which were obtained as two-year-old plants from the botanical garden at Lagos. Upon the order of Governor von Puttkammer, the kola tree is to be planted in the higher altitudes, 200 to 1,000 meters high, along the roadways leading from Victoria to Bura. The planting of kola trees in the vicinity of the sea is not to be recommended, since the trees do not develop well where they are open to the wind from the ocean. The author showed specimens of kola wood which were used by the negroes for cleaning their teeth. He stated that the vanilla plants which had been introduced into the botanical garden at Victoria by Dr. Preuss had given excellent results, while bananas from Trinidad grew like weeds and yielded fruits with a delicious aroma. The author concluded his remarks, which included a review of several other tropical industries, by exhibiting a number of unique and interesting photographs taken in the African colonies.

Increasing the Solubility of Copals.

It has been known for a long time that alcoholic vapors containing camphor are particularly fit for dissolving copal, although this does not hold good for all varieties of copal. An important observation for the technical utilisation is based upon the fractional addition of alcohol. If to a copal mass of syrupy consistency swelled in ether and heated in small portions, alcohol is added, the copal dissolves and may then be diluted with alcohol, while a single admixture of cold alcohol immediately separates dissolved copal. Additions of mechanically acting substances, such as powdered glass, ground fluorspar or antimony sulphide, increase the solubility of copal in alcohol but little. If the powdered copal is ground together with pieces of fluorspar or antimony sulphide, in a proportion of about 1 to 7, the proportion of solubility of the copal is considerably enhanced. According to recent researches amyl-alcohol is especially an excellent solvent for copal. A variety of copal but little soluble in boiling absolute alcohol is dissolved in much larger quantity upon addition of amyl-alcohol. The presence of chloral hydrate also materially increases the solubility of copal.

TOOTH WASH TABLETS.

Hellotropin	grains 1 1/2
Saccharin	grains 1 1/2
Salicylic acid	grains 1 1/2
Menthol	grains 15 1/2
Sugar of milk	grains 77 1/2
Spirit of rose, sufficient.	

Make into 100 tablet triturates. The tablets may be colored red with eosine, green with chlorophyll, or blue with indigo-carmin.

ON THE ATOMIC WEIGHTS AS CONSTANTS IN NATURE.

By DR. GUSTAVUS HINRICHS.

St. Louis, Mo.

BERZELIUS left the system of atomic weights in a perfectly satisfactory condition. Experiment was ever his final arbiter, but he did not assume infallibility. He recognized a limit to scientific precision of experiment and observation.

During the last years of his long and useful life the new school of infallible experimentalists made its first appearance. Berzelius bluntly but justly characterized them as the Pharisees of old were described (Matt. xxiii, 24): "Blind guides, which strain at a gnat and swallow a camel."

That gnat has been continually growing smaller, while the camel has been lustily growing bigger and fatter.

The present state of these two animals may be described by saying that the gnat has diminished to the millionth of a gramme, while the camel has become so big that he hides all truth about the atomic weights. In fact, the whole subject has become a muddle, and the knowledge of the true atomic weights has all but disappeared from the pages of the science.

Modern Precision in Chemistry.

Weighings are now given to the millionth of a gramme—that is, to the thousandth of the milligramme, corresponding to the seventh thousandth of the grain—a wonderful degree of experimental precision, if it were real and not imaginary.

Such a degree of precision we find in the pretentious work of Ramsay, of neon fame, on the atomic weight of boron, an investigation of very little real merit or permanent value.

In these modern and pretendedly exact researches the atomic weights are each given with a string of decimals and a very small "probable error." This makes it appear to the unwary chemical public that the work done is most excellent and but little short of perfection.

But every new determination, by even the same chemist, gives a new result distant far beyond the small "probable error." At the same time this new result is again pretended to be very exact, supposed to be affected with only a very small "probable error," which would leave but little room for a change in value.

The Constants of Nature.

All of these wonderful results have been tabulated and published by our Smithsonian Institution at Washington as "The Constants of Nature."

The first edition of these Constants of Nature was published by the Smithsonian Institution in 1882, as No. 441 of its "Miscellaneous Collections."

The second edition was published in 1897, being the "Smithsonian Miscellaneous Collections, No. 1075."

If the amount published be any indication of real progress in science, we have made wonderful advances in these fifteen years from 1882 to 1897. Over six hundred octavo publications have been issued by this one single establishment for scientific publications in Washington.

¹ From advance proofs of the *National Druggist*.

The values given in this second edition have received the special official indorsement of the Secretary of the Smithsonian Institution "as the most probable values," p. 111. As this line of research is entirely outside of his own, this indorsement is really worthless except for effect on the general scientific public.

The author of these two compilations and the director of the laborious recalculations of "The Constants of Nature," is the Chief Chemist of the United States Geological Survey. This survey dispenses over a million dollars of the abundant cash of Uncle Sam every year, under the Department of the Interior of our national Government.

The Constants and the Committee.

The atomic weights, these fundamental Constants of Nature, sifted and recalculated in our Department of the Interior, indorsed and published by our great and famous Smithsonian Institution, are now in the hands of our Committee of Revision of the Pharmacopœia of the United States.

The loyal citizens composing this committee naturally do not think of questioning the scientific value of these atomic weights, coming to them as they do from the highest departments of our National Government.

But, curiously enough, the committee has for several months been wrestling with the question of "sixteen to one," and while it now seems rather in favor of the sixteen, it may yet take the other decision "in spite of present appearances."

This fact is taken from the Buffalo correspondence in the *AMERICAN DRUGGIST* for September 24, 1900, page 173; the information appears to come from the Buffalo member of the committee, Mr. W. G. Gregory.

Accordingly, every pharmacist of the United States is thereby now personally interested, both professionally and commercially, in these "Constants of Nature," elaborated in our Department of the Interior and declared to be the most probable by the highest scientific officer at Washington, and published by the Smithsonian Institution with the special indorsement of its secretary.

True Atomic Weights.

Now this subject of atomic weights has been a special study of mine for over a quarter of a century. My competence need not be recognized by the scientific departments at Washington, for it has been indorsed by the highest competent men in science, and is established by my publications in separate treatises and in the *Comptes Rendus* of the Academy of Science, of Paris.

Under these circumstances I feel it incumbent upon myself to formally and deliberately declare that:

First, this Governmental influence is entirely unwarranted and without parallel in the history of science.

Second, the precise values of the atomic weights thus forced upon the attention of our Committee on Revision are in error from the first to the last.

Official Pressure.

On the first declaration it may possibly be objected that the action taken by high church dignitaries nearly three centuries ago was a case parallel to the present action of some of the highest

scientific and civil officers and institutions of the United States.

But since this action of the dignitaries and powers of the church in regard to the system of the world and the motion of the earth is on all possible occasions denounced by "progressive and scientific" men in this country, this parallel, if real, would not excuse the present powers concerned.

We may be permitted to add that the action of the church so generously condemned, had, after all, at least one very strong reason in its favor—namely, the conscientious regard for the welfare of the souls of those multitudes unable to judge for themselves and entitled to protection by the authorities of the church.

No such mitigating circumstances can be pointed out in favor of Government officers and institutions of to-day, and of our Republic, declaring and enforcing authoritatively certain purely scientific data as true "Constants of Nature" upon individual scientists, upon the profession of pharmacy and upon the great business of the drug trade.

This attempt on the part of Government officials and institutions not only seriously infringes the freedom of investigation and the liberty of science, but it will equally seriously interfere with commerce and industry and will even prejudice the interests of litigants in our courts.

The true atomic weights are Constants of Nature: their determination constitutes one of the highest problems of science. They do not change, nor do they need any indorsement from Government officials.

Chemistry is more intimately concerned in this great problem, but all other sciences are vitally interested in the results and required to aid in the research.

And if by any agency of Government officers and institutions a declaration is made of the precise value of "Constants of Nature," such as the atomic weights, upon which depend the determination of the commercial value of the products of agriculture and industry, we have in these days of "enlightenment and freedom" an assumption of power more far reaching and more dangerous than the oft denounced action of the church authorities at the close of the so-called dark ages.

Official Errors and Blunders.

Turning to our second declaration we must say that it would require volumes to point out in detail all the errors, scientific absurdities and blunders of the Smithsonian Constants of Nature manufactured in the Department of the Interior.

In special publications the most glaring and most harmful cases of this kind will be given; but here it must suffice to take up just one single case, say that of the common metal, lead. By adding a general table with the necessary explanatory remarks we must be allowed to have done all that can be asked in one article on this great subject.

The common atomic weight of lead is well known; it was already established by Berzelius. It is 207.

Since the common atomic weights of oxygen and of sulphur, respectively, are 16 and 32, it follows that the atomic weight of lead sulphate is 303. The well-known formula of this compound is PbO_4S_8 .

Accordingly, 207 parts of metallic lead, when converted into lead sulphate, should yield 303 parts of that compound. Each unit of weight of lead, therefore, should yield 1.4638 of the sulphate.

The four well-known determinations made by Berzelius gave as mean the value 1.4642. This differs only 0.0004 from the amount required by the atomic weight 207, which thus is confirmed as the common atomic weight of lead.

A critical examination of all the determinations made since the days of Berzelius demonstrates that the atomic weight of lead is 207, at least within a very small fraction either way, above or below.

For all practical purposes, including all the applications in pharmacy, this common atomic weight of lead—namely, 207—is therefore perfectly sufficient and absolutely reliable. It has been known to be such for half a century.

Now let us see what the Chief Chemist of the Department of the Interior gives us for the atomic weight of this most common metal of old Saturn.

In the edition of 1882 of the Constants of Nature, this particular Constant of Nature, the atomic weight of lead, is stated to have the mean value 206.604, with the probable error of 0.019.

For this same Constant of Nature the edition of 1897 gives the more decidedly mean value 205.395, with the minute probable error of 0.0038.

It will, first, be noted that these official values abound in decimals, for great is the exactness of the Government scientist, and very minute has become the old gnat—which he still continues to strain, for fear of contamination with error.

At the same time the probable error has been greatly reduced, from 0.019 in 1882 to 0.0038 in 1897. I hope I may be forgiven the sin of dropping the "fourth decimal" and be allowed to say 0.004 instead of the official 0.0038.

Thus the probable error is claimed to have been reduced from 19 to 4 thousandths, say to the fifth of its value in 1882.

(To be concluded.)

Poison Sumachs.

In the United States Year Book of Agriculture for 1896, p. 139, there is an elaborate, but by no means exhaustive, article on the poisonous plants of the United States. The writer mentions *Rhus radicans*, *R. diversiloba*, of the Pacific States; *R. Vernix*, our common poison dogwood, and *R. Michauxii*, of North Carolina. The exceedingly poisonous *R. Metopium* of Florida is not mentioned. The poisonous species of *Sophora*, *Astragalus*, *Hosackia*, *Oxytropis* and other low weeds are conspicuous by their absence. *Gelsemium* is not included. The aconites and other ranunculaceous poison plants are omitted. Our suspicious plants of the moon-seed family are not mentioned. Not one ericaceous plant is alluded to. It would not be difficult, says a writer in "Meehan's Monthly," to find the names of a hundred poisonous North American plants which are not mentioned in this article. So much for a sample of book making perfunctorily done and paid for by a long suffering people, to be given away by Congressmen who neither know nor care what becomes of the volumes after their distribution.

ointments.

By M. I. WILBERT.

Philadelphia.

Ointments are among the oldest of our pharmaceutical preparations. Their discovery, or introduction, would seem to date back long before the dawn of any known historic era. The ancient Egyptians used ointments very extensively for medicinal as well as for toilet purposes. According to Dioscorides, the use of ointments was so extensive in ancient Egypt that their manufacture had developed into a distinct specialty or art, and the ointment makers of that time were not only numerous, but also highly respected. The same writer, in his *Treatise on Materia Medica*, has preserved the formulas of several of the more popular and well known Egyptian ointments of his time.

From Egypt the art of making these preparations gradually spread to other Oriental countries, where they were and still are, quite extensively used, especially for toilet purposes. As a toilet article they were used to counteract the strong and in many cases somewhat disagreeable exhalations from the human body; with many of these Eastern people ointments were a substitute for soap and water.

The Jews classed ointments among the necessities of life, and used them freely, especially as an adjunct to the toilet on festive occasions. With these people the non-use of ointments was considered to be a sign of sorrow and mourning.

Ointments in Ancient History.

An indication of the age of this class of preparations is found in the fact that from the earliest historic times they have been included in the religious practices and ceremonials of various races. Among the Jews temples and places of worship were consecrated and priests, prophets and kings were introduced into their offices by anointing them with sacred ointments.

The old Egyptians anointed their gods and temples on festive occasions, and from here the practice probably spread to Greece and other countries with whom the Egyptians came in contact.

This use of ointment as a part of religious ceremonial has been preserved, and in both the Greek and Roman churches of to-day the sacred ointments form an essential part of many of their ceremonies.

The ancient Greeks made use of ointments to anoint their athletes, so as to make their joints more supple and to give them additional strength for the various contests.

From a pharmaceutical point of view ointments are of especial interest for several reasons, one of them the periodic discussions as to the proper or most satisfactory base to be used in their preparation. The number of compounds or mixtures that have been recommended from time to time as a suitable or satisfactory base for ointments are too numerous to even enumerate, to say nothing of entering into a general discussion as to their relative merits. We will confine our remarks, therefore, to a discussion, or, perhaps, what would seem more appropriate, to an expression of opinion as to the relative

¹ The "American Journal of Pharmacy."

value and adaptability of lard and petrolatum as a base for the official ointments.

Pharmacopoeial Ointments.

The present United States Pharmacopoeia recognizes twenty-three official ointments. In twenty of them lard is the chief ingredient of the base.

The same Pharmacopoeia also defines what is meant by the term lard, and gives a number of tests for its identification and the detection of foreign substances or adulterations.

Such pharmacists as have ever applied these tests will admit that it is rather difficult, if not well nigh impossible, to obtain lard in the open market that will come up to all the requirements of the Pharmacopoeia, and that practically the only way of obtaining a thoroughly pure and satisfactory article is to make it, by trying out the so-called "leaf lard," although at times this is rather difficult to obtain, as the large packing houses, who practically control the supply of meats in the large cities, have entered into the manufacture of lard, lard oil and lard substitutes on an extensive scale, and for this reason do not market the raw product.

Therapeutic Classification.

When we come to consider the therapeutic use of ointments we find that they may generally be grouped in one of two classes, and are used for either their local or general effect. Those classed in the first group are used for the protective, emollient or stimulating effect of the base, or of the combined base and medicinal ingredient on the skin and superficial tissues. Among these we may mention cold cream, petrolatum and the ointment of oxide of zinc.

In the second class we make use of the base as a vehicle to carry, or, in some cases, to facilitate the absorption of more or less active medicinal ingredients for their solvent or alterative effect. In this class we may place such ointments as the ointment of potassium iodide, salicylic acid and mercury.

As a vehicle to facilitate the absorption of active medicinal ingredients associated with it in an ointment, lard probably has some advantage over petrolatum, at least that is what the results of physiological experiments would indicate. From a practical point of view even this may be questioned, as it has been repeatedly demonstrated that such active drugs as potassium iodide, salicylic acid and acetanilid are very readily absorbed into the system from an ointment made up with petrolatum, and even a mercurial ointment made with petrolatum seems to be quite as active as one made with lard and suet, according to the directions of the Pharmacopoeia.

Where an Emollient Effect is Desired.

It is when we are after the protecting and emollient effect of an ointment that petrolatum offers many points of advantage over animal fats, and as a majority of our ointments are used for their local effect on the skin and superficial tissues, it would seem strange that the Committee on Revision of the Pharmacopoeia has not previously recognized the marked advantages offered by this stable, bland, unctuous material. Both the German and British Pharma-

copoeias have recognized the desirability of supplying a substitute for animal fats in this class of preparations, and for this purpose have introduced as paraffine ointment a mixture of hard paraffine and paraffine oil. This preparation is far from satisfactory, and although theoretically the same as petrolatum, still practically it seems to have distinct physical properties, and will not stand the same variety of temperature. In warm weather the paraffine usually separates, crystallizing out in granular or in large crystalline masses. The naturally existing mixture of paraffine and oil seems to be more stable than the product of any attempt at imitation.

Advantages of Petrolatum.

A few words as to our reasons for preferring petrolatum as a base for ointments:

(1) Economy. Other things being equal, the price of an article always plays a very important part in its selection. In this case the use of petrolatum would effect a saving of from 20 to 30 per cent. in the cost of the majority of ointments.

(2) Non-absorption of the base. This is of decided advantage in cases where a protective covering is the chief object sought for or required. Such ointments as boric acid, carbolic acid and oxide of zinc would meet these requirements better and be more efficacious, while ointments that are used as parasiticides, such as sulphur, tar and red oxide of mercury, would be more practical, less irritating and more stable if made up with petrolatum.

(3) Permanence. There are many readily decomposed chemicals like the mercurial salts that undergo decomposition when in contact with unstable and readily decomposed fats. With this class of chemicals the advantage of using an inert and stable base is self-apparent.

Some seventeen or eighteen years ago, when the question of using a petroleum compound was suggested to the revisers of the United States Pharmacopoeia, it was thought that the supply of petrolatum was too uncertain and too varied, and for this reason the committee did not see its way clear to adopt any of the very excellent formulas presented to it by Professor Remington. The same objections do not exist at the present time and have not existed for ten or twelve years, as upward of half a dozen manufacturers are marketing a product that is practically identical in appearance and in physical properties.

Ointments made up according to the appended formulary have been in use at the German Hospital for the past ten years with uniformly good results and in constantly increasing quantities. During the year of 1899 there were made in the laboratory of the German Hospital 312 kilos of these various ointments.

I would like to add a few words of comment or explanation of some of the formulas.

Notes on the Formulary.

The ointment of boric acid is practically identical with that of the German Pharmacopoeia. It has a wide field of usefulness as a mild antiseptic protective dressing, and deserves a place in our Pharmacopoeia.

The other formulas are all more or less familiar. As a rule, they are modifications of official formulas, substituting petrolatum for the usual base. The ointments of belladonna, nutgall and stramonium are more permanent and more slightly than when made up according to the official formulas.

It will be noted that the strength of the ointment of yellow mercuric oxide is but 2 per cent. This is what is popularly known as Pagenstecher's eye salve, and is what the majority of oculists expect to have dispensed when they write for "Ung. Hydrarg. Ox. Flav." The 10 per cent. official ointment is considered too strong to be used in the eye, as an excess of mercuric oxide is apt to be irritating instead of soothing. Many pharmacists when making this ointment do not devote sufficient care to reducing the masses of mercuric oxide to a fine powder, and as a result dispense a more or less gritty ointment. These gritty particles sometimes act as foreign bodies in the eye, and are apt to be quite irritating. We have found a few drops of oil or water to be of decided advantage in reducing the gritty masses of mercuric oxide. In making up quantities of any ointment, it sometimes requires considerable ingenuity to devise ways and means of getting a satisfactory product without the use of expensive machines or the undue expenditure of time. Several of these problems we have solved, at least to our own satisfaction. For instance, in making ointments of boric acid or sulphur, we have found it to be of advantage to melt the petrolatum, remove it from the source of heat, and, just as it is about to congeal, sift in the required powder through a fine sieve, constantly stirring the mass. By this means a homogeneous mixture may be readily and easily obtained.

Oxide of Zinc Ointment.

In making the ointment of zinc oxide, we first thoroughly dry the powder, then incorporate it with a portion of the melted petrolatum, keeping the mixture quite hot; this mixture is subsequently run through a No. 40 sieve, and the sieve rinsed out with additional portions of the melted petrolatum, until the required quantity has been added; then stir until cold. This process assures a smooth ointment in which the oxide of zinc is finely divided and thoroughly incorporated with the ointment base.

The ointment of turpentine is practically the compound resin cerate of 1870, with the substitution of petrolatum for the animal fats. This ointment is rather more stimulating than the official cerate, and for that reason more desirable. The ointment of rose water differs from the official in that oil of cotton seed takes the place of the expressed oil of almonds, and the use of distilled water and oil of rose instead of stronger rose water. This formula gives a very smooth ointment that stands well, and while it is not as white as the official ointment, it is correspondingly cheaper.

Formulary of the Ointments of the German Hospital, Philadelphia.

OINTMENT OF BORIC ACID.	
Boric acid.....	100
Petrolatum	900.

OINTMENT OF CARBOLIC ACID.

Carbolic acid.....	50
Petrolatum.....	850

OINTMENT OF ROSE WATER.

Spermaceti.....	125
White wax.....	120
Oil of cotton seed.....	600
Sodium borate.....	5
Distilled water.....	190
Oil of roses.....	2 drops.

BELLADONNA OINTMENT.

Alcoholic extract of belladonna leaves.....	100
Diluted alcohol.....	50
Petrolatum.....	850

OINTMENT OF BELLADONNA AND MERCURY.

Belladonna ointment.....	500
Mercurial ointment U. S. P.....	500

NUTGALL OINTMENT.

Nutgalls in fine powder.....	200
Petrolatum.....	800

OINTMENT OF GALLS AND OPIUM.

Powdered opium.....	5
Nutgall ointment.....	95

OINTMENT OF AMMONIATED MERCURY.

Ammoniated mercury.....	100
Petrolatum.....	900

OINTMENT OF YELLOW MERCURIC OXIDE.

Yellow mercuric oxide.....	20
Petrolatum.....	980

OINTMENT OF RED MERCURIC OXIDE.

Red mercuric oxide.....	100
Petrolatum.....	900

IODINE OINTMENT.

Iodine.....	40
Potassium iodide.....	10
Water.....	10
Petrolatum.....	940

IODOFORM OINTMENT.

Iodoform.....	100
Petrolatum.....	900

TAR OINTMENT.

Tar.....	250
Petrolatum.....	250

OINTMENT OF LEAD IODIDE.

Lead iodide.....	100
Petrolatum.....	900

OINTMENT OF POTASSIUM IODIDE.

Potassium iodide.....	100
Water.....	50
Petrolatum.....	850

STRAMONIUM OINTMENT.

Extract of stramonium.....	100
Diluted alcohol.....	50
Petrolatum.....	850

SULPHUR OINTMENT.

Sublimed sulphur.....	300
Petrolatum.....	700

OINTMENT OF TURPENTINE (COMPOUND RESIN CERATE).

Resin.....	240
Yellow wax.....	240
Petrolatum.....	300
Oil of turpentine.....	120
Linseed oil.....	100

OINTMENT OF ZINC OXIDE.

Zinc oxide.....	200
Petrolatum.....	800

OINTMENT OF ZINC AND ICHTHYOL.

Ichthyol.....	50
Ointment of zinc oxide.....	950

The Nature of Alloys.

At the recent meeting of the British Association for the Advancement of Science it was stated that most students believed that certain definite chemical compounds existed in alloys. To prove this, however, certain means must be adopted to abstract the particular compounds. Ordinary chemical means of isolation were of no use under the circumstances. Fractional solution was effective in some cases, and by means of it several distinct metal compounds had been isolated from alloys, such as platinum-tin, copper-tin, zinc-copper and other compounds. Another method was by observation of the "freezing point;"

the molten mixture was cooled down slowly and the temperature noted at which solid matter began to separate from the liquid. Röntgen-ray photography had also been utilized to demonstrate the formation of these intermetallic compounds. A long list of known and supposed alloy compounds was given in the report, and it appeared that the atomic relations generally recognized by chemists did not hold in the case of alloys. Mr. Heycock showed a series of slides, illustrating the precise character of copper-tin alloys, with the arrangement of the constituents varying with the proportions present. This solid mass of different compounds the authors call a mixed crystalline mass.

Sir William Roberts-Austen inclined to the belief that alloys are solid solutions. In support of this view he demonstrated that in the case of carburized iron important changes took place after solidification.

Mr. Stead explained a striking and interesting set of diagrams illustrating in the case of phosphorus and iron the various compounds formed as the percentage of phosphorus was increased.

Mr. Stead subsequently read his paper on the "Mutual Relations of Iron, Phosphorus and Carbon, when Together in Cast Iron and Steel," and showed in a series of slides that the phosphorus was driven out by the carbon, leaving a constant residuum.

In connection with this subject a communication made to the French Academy of Sciences by Guntz and Férée will prove of interest. This communication describes a series of experiments which they have made with amalgams of different metals, particularly those of sodium and potassium; they have succeeded in obtaining a series of amalgams of these metals having a crystalline form and a definite composition. The first experiments were made with sodium; when it is dissolved in mercury, the latter becomes heated, and by slow cooling fine crystals of the amalgam are formed; these have a cubical appearance, and their composition as shown by analysis corresponds to the formula NaHg. Another method of obtaining the crystals is to dissolve the sodium in the mercury as before, and then compress the whole in a chamber skin; the more liquid part filters through, and the remainder is found to have the same composition as before. The liquid part consists of mercury saturated with sodium and contains, according to analysis, 0.57 per 100 of the latter. The experimenters conclude that the amalgam NaHg, should be considered as a definite compound. In an experiment made by Kerp, in which he saturated the mercury with sodium by an electrolytic method, the mercury became heated to increasing temperatures and amalgams were obtained which contained more sodium than the formula demands; to explain this result he thought that an amalgam NaHg, existed, but could not obtain it in a pure state; it condensed mercury in its pores in variable proportions.

The present experimenters consider that it is the result of a mixture of two amalgams, NaHg, and NaHg₂, and in fact have obtained the latter in a pure state by the following process: The crystals of NaHg₂, obtained as above, are melted in a porcelain capsule; to this is added a small quantity of amalgam richer in sodium, containing 3.5 per 100. When the whole is dissolved

at 200 degrees C. it is slowly cooled and the temperature observed by a thermometer; when 140 degrees is reached the temperature remains stationary for some time, with formation of crystals of amalgam. At 138 degrees the liquid part is poured off, and prismatic crystals are found to remain; these give by analysis the formula NaHg. The liquid portion solidifies entirely by cooling to 96 degrees C., and is found to be NaHg. The solution of sodium in mercury is thus separated into two amalgams of definite composition. The experimenters have formed two other amalgams; by submitting one or the other of the above compounds to strong compression, from 3,000 to 12,000 pounds per square inch, they are found to lose mercury with the formation of a new amalgam, NaHg. The mercury which escapes is always saturated with sodium at 0.57 per 100; when this solution is cooled to a low temperature, 19 degrees below 0 degree C. it forms crystals of another amalgam, NaHg. This new compound, separated from the excess of mercury, melts partially when it reaches the ordinary temperature, giving crystals of NaHg, and mercury saturated with sodium. It is thus demonstrated that sodium forms with mercury four definite compounds of crystalline form, corresponding to formulae NaHg, NaHg, NaHg, NaHg. With potassium similar results have been obtained. By slowly cooling the solution in mercury crystals of KHg₂ are formed. These, when compressed, lose a portion of fluid amalgam, and the remainder has the formula KHg. By cooling the liquid portion to -19 degrees C. crystals of KHg₂ are formed.

The Ownership of the Prescription.

[From the New York Times.]

The druggist and the doctor were talking about that vexed question, To whom does the prescription belong, to the doctor who writes it, the patient who receives it, or the pharmacist who puts up the medicine? The man of drugs said that it certainly belonged to the pharmacist, a fact which had been proved to his satisfaction by the number of times pharmacists have been called into court and required to bring the originals of prescriptions they have put up, to answer some important question. The druggist, he said, needs the prescription for his own protection, to show, in case there should be trouble, that he has put up only what the doctor has prescribed. It is not safe, he declared, for a patient to have a prescription which he can have filled whenever he pleases. Doctors nowadays treat disease according to present symptoms and the exact condition of the patient when the prescription is given. The patient who gives the medicine to a friend or takes it at another time when he may apparently have the same trouble, but conditions are different, is doing himself an injury and acting unfairly to the doctor. The doctor was emphatic. "The pharmacist should keep the original prescription," he said. "as a protection for himself, but he should also give a copy of it to the patient. No prescription should ever be filled from this copy, which should be so designated, and no prescription whatever given by a doctor should ever be refilled except by his acquiescence, and there should be a law to that effect."

Queries and Answers.

We shall be glad, in this department, to respond to calls for information bearing on pharmacy or any of its allied topics, and cordially invite our friends to make use of this column.

The name and address of the inquirer must accompany the communication, not for publication, but to assure attention, as we make it a rule to pay no regard to anonymous correspondence.

Putz Pomade.—M. S.—A large variety of formulas for this are extant. It is believed by some to consist of Armenian bole and enough oleic acid to form a paste, and enough oil of mirbane to impart odor. But some of the Putz pomades on the market are white in color, the base consisting either of silica, elutriated kieselsguhr or tripoli. The following are typical formulas:

I.

Rotten stone.....	oss. 5
Ferric oxide.....	oss. 2
Incorporate with	
Crude oleic acid.....	oss. 10
Japan wax.....	oss. 2
Perfume with oil of mirbane.	

II.

Oxalic acid.....	oz. $\frac{3}{4}$
Ferric oxide.....	oss. 8
Rotten stone.....	oss. 10
Palm oil.....	oss. 30
Petrolatum.....	oss. 2
Oil of mirbane.....	q. s.

Sodium Salicylate and Spirit of Nitrous Ether.—H. T. D.—The red coloration noticeable when these two substances are dispensed in solution has been observed again and again, and noted in our columns, and we think you will also find the reaction noted in most text-books on dispensing. All salicylates are acted upon by nitrites, resulting in the formation of a colored nitro compound. In the present instance the color of the nitro salicylic acid is red.

To Bleach Bones.—P. R.—The following method was recommended in an earlier number of this journal: The bones, having been previously deprived of traces of fat and cleaned, are immersed in a solution of zinc oxide in ammonia, with enough copper sulphate added to tint the liquid a light blue color. The bones take up some of the dissolved zinc oxide, which would, however, render them, when dry, yellowish white. This objectionable tint is overcome by the copper, which produces the same effect as bluing does to starched fabrics.

The solution is prepared in the following manner: 25 parts of pure zinc oxide are intimately mixed with 40 parts of water, and 50 parts of commercial, concentrated hydrochloric acid gradually added, whereby nearly the whole of the oxide is dissolved. One hundred and fifty parts of hot water are next added, and finally, under constant stirring, enough ammonia to nearly re-dissolve the hydrated zinc oxide first precipitated. Enough solution of copper sulphate is then added in sufficient amount to give the liquid a bluish tint.

This treatment is said to render the bone permanently white.

Aluminum Chloride in Solution.—C. D. H. says that in dispensing aluminum

chloride he finds that it gives a cloudy solution, although the text-books say it should dissolve in water to a clear solution. He asks the reason for the cloudiness. The text-books are right, and the cloudiness observed by our correspondent is undoubtedly due to the presence of some aluminum oxychloride in the chloride used. A trace of hydrochloric acid will render the solution clear, but its addition is objectionable, and a salt yielding a cloudy solution should not be used for dispensing.

Putty Powder and Tutty Powder.—W. P. A.—The putty powder of commerce consists of a mixture of the pulverized oxides of tin and lead, about equal parts. It is prepared of two qualities—the ordinary commercial variety and pure white putty for opticians' use. A little crocus is usually added to putty powder by way of coloring matter.

Tutty powder, as has been heretofore explained in these columns, is an impure oxide of zinc. It is found deposited in the chimneys of the furnaces in which lead ores containing zinc or zinc ores are smelted. It forms incrustations in the flues, but when prepared for medicine is in the form of a brown powder, sometimes having a shade of blue.

Ink for Typewriter Ribbons.—S. P. P.—We cannot do better in reply to your inquiry than quote the substance of an article contributed to a previous issue of the AMERICAN DRUGGIST by Isidor Furst. According to this contributor the constituents of an ink for typewriter ribbons may be broadly divided into four elements: 1, the pigment; 2, the vehicle; 3, the corrigent; 4, the solvent. The elements will differ with the kind of ink desired, whether permanent or copying.

PERMANENT (RECORD) INK.

Any finely divided, non-fading color may be used as the pigment; petrolatum is the best vehicle, and wax the corrigent. In order to make the ribbon last a long time with one inking as much pigment as feasible should be used. Suppose we wish to make black record ink. Take some petrolatum, melt it on a slow fire or water-bath, and incorporate by constant stirring as much lampblack as it will take up without becoming granular. Take from the fire and allow it to cool. The ink is now practically finished, except, if not entirely suitable on trial, it may be improved by adding the corrigent, wax, in small quantity. The ribbon should be charged with a very thin, evenly divided amount of ink. Hence the necessity of a solvent, in this instance a mixture of equal parts of petroleum benzin and rectified spirit of

turpentine. In this mixture dissolve a sufficient amount of the solid ink by vigorous agitation to make a thin paint. Try your ink on one extremity of the ribbon; if too soft, add a little wax to make it harder; if too pale, add more coloring matter; if too hard, add more petrolatum. If carefully applied to the ribbon, and the excess brushed off, the result will be satisfactory.

On the same principle other colors may be made into ink, but for delicate colors albolene and bleached wax should be the vehicle and corrigent, respectively.

The various printing inks may be used if properly corrected. They require the addition of petrolatum to make them non-drying on the ribbon, and of some wax if found too soft. Where printing inks are available they will be found to give excellent results if thus modified, as the pigment is well milled and finely divided. Even black cosmetic may be made to answer by the addition of some lampblack to the solution in the mixture of benzin and turpentine.

COPYING RIBBON.

For copying inks aniline colors form the pigment; a mixture of about three parts of water and one part of glycerin, the vehicle; stronger alcohol (U. S. P.) (about six parts), the solvent. The desired aniline color will easily dissolve in the hot vehicle, soap will give the ink the necessary body and counteract the hygroscopic tendency of the glycerin, and in the stronger alcohol the ink will readily dissolve so that it can be applied in a finely divided state to the ribbon, where the evaporation of the alcohol will leave it in a thin film. There is little more to add. After your ink is made and tried—if too soft, add a little more soap; if too hard, a little more glycerin; if too pale, a little more pigment.

Solvent Properties of Albolene.—C. E. C. asks the best method of dispensing the following spray solution:

R	Cocaine hydrochloride.....	3ss
	Salol.....	℥i
	Liquid albolene ad.....	℥iv
	M. Ft. solutio.	

Albolene is a fluid petroleum in which cocaine salts are insoluble. The alkaloid itself is soluble to the extent of six grains to the ounce, but this should not be used, as the cocaine effect will not be obtained. The best method is to dissolve the proportionate amount of cocaine alkaloid in a few drops of oleic acid, thus forming an oleate of cocaine which is soluble in liquid albolene. Salol is soluble in albolene about 1 in 25, and the amount given above should readily dissolve in 4 ounces of the liquid with the aid of a gentle heat. Be careful to see that the salol is free from salicylic acid, which is insoluble in liquid petrolatums.

Mimeograph Ink.—D. N. B. asks the formula of a mimeograph copying ink to be used in printing typewritten stencil letters.

This class of inks has a quick-drying oil for a basis, usually boiled linseed. Any aniline color of the required tint may be used. The dye is first dissolved in a small quantity of alcohol and rubbed up with a little castor oil to a thin paste, and to this is added an equal quantity of any good drying oil, such as boiled linseed.

Book Notes.

PRACTICAL URINALYSIS AND URINARY DIAGNOSIS. A Manual for the Use of Physicians, Surgeons and Students. By CHARLES W. PURDY, LL.D., M.D., Queens University, Fellow of the Royal College of Physicians and Surgeons, Kingston, Canada; professor of clinical medicine at the Chicago Post-Graduate Medical School. Author of "Bright's Disease and Allied Affections of the Kidneys;" also of "Diabetes: Its Causes, Symptoms, and Treatment." With numerous illustrations. Pages xvi-406. Extra cloth, \$3.00, net. F. A. Davis Company, publishers, 1914-16 Cherry Street, Philadelphia.

This is a book intended more for the medical practitioner than for the pharmacist, but it nevertheless is one which the pharmacist can ill afford to exclude from his library. The great lack in nearly all of the published treatises on urinary analysis (we cannot follow the author of this volume in his compounding of new words), from a pharmaceutical standpoint, is a comprehensive list of tests, arranged either alphabetically, according to the names of their authors or by order of the application of the tests. This book is no exception to the general rule, although the principal tests for abnormal constituents are all given, together with concise directions for their application. The work has found exceptional favor with the medical profession from the fact that special attention is paid in it to the pathology of the urinary function and urinary diagnosis. The present edition has been enriched by the addition of a chapter on the microscope and its use in urinary analysis, and the subject of centrifugal analysis receives increased attention.

Pamphlets, Etc., Received.

Announcement of the Pharmacy Department of the State University of Iowa, 1900-1901. Iowa City, Ia.

Eighteenth Annual Proceedings of the Maryland Pharmaceutical Association, Hagerstown, Md., June 19-23, 1900. Secretary: Louis Schulze, Baltimore, Md.

Fourteenth Annual Report of the New York State Board of Pharmacy. For the year ending June 24, 1899. Transmitted to the Legislature January 12, 1899.

Proceedings of the Nineteenth Annual Meeting, Virginia Pharmaceutical Association, held at Ocean View, Va., July 17-19, 1900. Secretary: C. B. Fleet, Lynchburg.

Supplemental Price List of Druggists', Chemists' and Perfumers' Glassware and Druggists' Sundries. Whitall, Tatum & Co., 46 and 48 Barclay Street, New York City.

Proceedings of the Thirtieth Annual Meeting of the New Jersey Pharmaceutical Association, held at Asbury Park, N. J., May 23 and 24, 1900. Secretary: Frank C. Stutsien, Elizabeth, N. J.

Prospectus of the St. Louis College of Pharmacy, thirty-fifth annual session, October 1, 1900, to April 13, 1901. St. Louis College of Pharmacy, 2108 and 2110 Locust Street, St. Louis, Mo.

Annual Report of the Bureau on the Statistics of Manufactures of the Commonwealth of Massachusetts for 1899. By courtesy of Horace G. Wadlin, chief of the Bureau of Statistics of Labor.

Proceedings of the Seventeenth Annual Convention of the National Confectioners' Association of the United States and official records of reports, circulars and communications for the year 1899-1900. Secretary: F. D. Seward, of F. D. Seward Confectionery Co., St. Louis, Mo.

Proceedings of the Tennessee State Druggists' Association. Fifteenth annual meeting, Kingston Springs, July, 1900; and annual report of the Tennessee Board of Pharmacy, with list of registered pharmacists and pharmacy law. Secretary: T. J. Derryberry, Centerville, Tenn.

Advertising Ideas.

Under this heading we shall conduct a practical discussion of store methods and advertising for retail druggists. The Department Editor will be pleased to criticize advertisements, suggest improvements and answer all questions coming within the scope of this department, provided they are accompanied by the name and address of the writer.

ULYSSES G. MANNING,

DEPARTMENT EDITOR.

THE HOLIDAY ADVERTISING.

THE essential things are to begin early enough and to reach everybody often enough. It is well to begin early in order to get ahead of competitors or ahead of others who handle holiday lines. You get undivided attention by getting ahead and you get yourself into people's heads when they are beginning to think of the holiday buying. That is the psychological moment; they can't forget you when they are ready to buy.

It is essential that you hit every possible buyer, and you can't do that by blazing away hit-or-miss.

It is best to plan a bit. If you have reason to believe that your papers do not reach everybody, resort to circulars or booklets as supplementary advertising. Remember also that the best piece of printed matter that can be devised does no good unless it gets into the proper hands. Spend enough on your printed matter to make it worthy of attention and spend enough more to distribute it properly. Unless you do these things right it is seldom worth while to do them at all.

Reach people often enough. This usually means an ad. in every issue of your paper from the latter part of November until Christmas. The middle of November is none too early in many localities; at any rate, start first.

If circulars are used two or three distributions are usually required at intervals of a week or ten days. It is best if each circular be different, though one comprehensive circular will often answer for two or three distributions.

The best material to put into your ads, is the kind of talk that you will give people later when you get them into the store. Tell them what you have, what new things you have, what specially desirable things you have, and why desirable and for who desirable. Quote prices freely, no matter whether they are low prices or not. Prices are part of the information about goods that people want at Christmas time.

Practically catalogue your stock in

your various ads. and circulars, making running comment wherever it will add to the force or interest of what you have to say.

If you will start early, if you will see to it that you reach everybody, if you

And How is Your Blood?

The human system needs cleansing in the spring same as a house. The blood gets sluggish, and you have that don't care feeling; it's cleaning time. You need more rich, red blood.

Holt's Blood Medicine

is just what you need. It is a concentrated extract of Poke Root, Sillingia, Blue Flag, Sarsaparilla and Iodide of Potash. This is the very best combination that we know of. It cures Scrofula, Eruptions on the Skin, Catarrh, Rheumatism and kindred diseases. One bottle will make you feel like a different person. Get a bottle today. Price \$1.00 a bottle, and "Your money back if you want it."

P. R. Holt & Son

NEWNAN, GA.

One of the Prize Advertisements.

will tell people what you have and what it costs, adding such argument as any salesman ought to use, you should be able to do a large holiday business this year, and perhaps add many new patrons to your list.

The Prize Advertisement.

The American Druggist offers a prize of books to the value of \$2, each issue, for the best retail druggist's advertisement. The prize is this time awarded to P. R. Holt & Son, Newnan, Ga.

CRITICISM AND COMMENT.

Editor Advertising Ideas:
Inclosed find three ads. to be entered in prize contest. After paper is through with the type form we have the job office print from one to five thousand copies of the ad. on slips for us. We use these for distribution, for wrapping in packages, and for mailing with correspondence. We try to make each issue distinct from the others by print-

A Cure For Dyspepsia

IT IS A FACT, THOUGH not generally known, that there are three forms of Dyspepsia, each resulting from a cause peculiarly its own. They are as follows:

1. From constipation and torpid liver.
2. From sub-acute inflammation of the stomach and bowels.
3. A purely nervous form which often affects the heart.

A scientific prescription for any one of them will not cure the other. Dr. Holt's Elixir contains a specific for any and all forms of the disease, and if taken according to directions will cure any case, no matter how obstinate, or of what length of standing. If you have any of the above symptoms, we guarantee our remedy will cure you. Price \$1 per bottle.

P. R. Holt & Son

One of the Prize Advertisements.

ing on different colored papers and by use of various colors of ink. It pays.

Dr. P. R. Holt & Son.

Newnan, Ga.

These ads. have been awarded the prize for this issue and are reproduced. They are well written and well displayed and are good enough to bring results if followed up persistently by other equally good ads. The method of slip advertising is now widely used and could be employed profitably by many who do not use it. It supplements the newspaper work and has the merit of cheapness. Owing to the fact that the form is already set the slips can be had from 75c. to \$1 a thousand.

Any Ad. Unimportant.

A Michigan druggist sends in three ads. on the subject of cameras and asks which ad. is best, and why. All three ads. present good argument and it is

rather idle to speculate on the relative merit of each. When you have told people what you have to sell, why it is desirable and what it costs, you have a good ad. No one ad. is very important; it is only one link in a chain, one brick in a wall. It borrows some force from the ads. that precede it and lends some to those that follow it. The best retail ad. that can be written will be a helpless, useless thing unless followed week by week by other ads. The average advertiser is apt to get hold of his problem wrong. He thinks there is a great deal more mystery in advertising than there is. He feels that if he could hit on the particularly fetching method that successful advertisers have employed all would be smooth sailing. He fools away his time seeking the touchstone that will turn his advertising dollars into gold, while, as a matter of fact, all that is necessary or ever has been necessary is that he shall write about his goods just as he talks about them in the store, and that he shall spend enough money for advertising and spend it regularly.

"How you say it" is of some importance in advertising, "what you say" is of more importance, but both are of less than the fact that you must say something just as regularly as you open your store doors. Those who submit ads. for criticism would in most instances serve their own interests better if with the ads. they sent a statement as to system followed in advertising.

Many druggists who can write good ads. and who have more or less faith in advertising have wasted golden years and are thousands of dollars behind where they should be just because they have violated some of the fixed principles of advertising. Two vital ones are persistency and continuity. Any violation of these is an offense that always carries its own punishment. To get results from advertising more is required than well written ads.; you must use space enough, you must spend money enough, you must know that your ads. reach people and you must never let up for a single hour. Your campaign may need more mending than your ads., and those who wish to get practical aid from this department had better give details as to size of business, amount spent for advertising, mediums used, frequency with which ads. are changed or circulars issued and all other essential facts. It is a poor stick of a druggist who cannot make advertising help him if he gets in dead earnest about it. These remarks have nothing to do with the advertising of the correspondent referred to in the beginning; he merely happened to touch the button that released them.

Reaching One's Compatriots.

Editor Advertising Ideas:

Inclosed you will find a German advertising card printed on my press. I have printed 1,500 of them and had them very effectively distributed in our surrounding country among German farmers through a German paper published here. Its circulation is about as large as the number of cards printed, and in each paper one of the cards was slipped. Each subscriber no doubt noticed it, as I have seen many country people in my store that have never been in before. There is not much matter on the card, but it impresses them strongly that the drug store is run by a German druggist who studied his profession abroad. I would suggest this to your readers as the most effective and at the same time not very expensive way of reaching the community in the surrounding country.

R. A. Oleshak.

Merrill, Wis.

This is a very good way of reaching the farmers once, but how about the other times? No one does really good advertising by addressing people once; the effect may be good, but it is transitory. Besides this method is open to the objection of being in violation of the postal laws, as I suppose the paper reaches subscribers through the post office. Why would it not be far better to use a space regularly in the advertising columns of this German paper. One ad. can do something, but not much, but a space used continuously could do a great deal. There is such a thing as extravagant economy in advertising; too many are inclined to look upon advertising as an expense where it is properly an investment that brings very large returns. I should judge that this advertiser in attempting to avoid

Cure For a Bad Complexion

A bad complexion is one of the indications of a disordered liver. The liver secretes an excess of bile. This excess is taken into the circulation. The result is yellow skin, pimples, blotches, etc.

Holt's Little Liver Pills

Will cure the worst complexion caused from constipation; they will benefit a complexion that is naturally bad. Two pills at night and one the following morning, twice a week, will clear the skin of liver blotches and pimples, improve the digestion, regulate the bowels and bring no unpleasant results with them.

Price 10 and 25 cents a box, and "Your money back if you want it."

P. R. Holt & Son

NEWNAN, GA.

One of the Prize Advertisements.

expense is denying himself many dollars that might easily be his.

Straight Ahead.

Pedley & Scranton, Bertrand, Neb., send a neat ad. on school supplies. They list what they carry, give some information as to size and prices of tablets, etc., and refer to new stationery. These are ingredients for a good ad., not an ad. that is apt to bring noticeable results, but one that will do its share in bringing the general results that will follow persistent work.

The ad. is well set, the space is probably about the size that is needed, and as this firm changes regularly every week the advertising is quite sure to bring profit in due time.

Dr. Edward Robinson Squibb.

An Account of His Life and Career, with Personal Recollections and Tributes from Leading Exponents of Pharmacy, Chemistry and Medicine.

AT his home, No. 152 Columbia Heights, Brooklyn, on October 25, there passed away, in the person of Dr. Edward Robinson Squibb, one of the noblest representatives of American chemistry and pharmacy. Death came suddenly to Dr. Squibb, though he was of advanced age, being eighty-one years old when the rupture of a blood vessel ended his earthly career, a career marked by numerous evidences of remarkable industry, high scientific achievement and conspicuous devotion to the most elevated ideals connected with the progress of pharmaceutical research and chemical investigation. Popularly he was best known, perhaps, as a manufacturing pharmacist and chemist.

Born in Wilmington, Del., on July 4, 1819, at the age of twenty-six he was graduated from the Jefferson Medical College, Philadelphia. The Mexican War was in progress at this time and Dr. Squibb was almost immediately after graduation appointed a surgeon in the United States Navy and attached to a ship. At the close of the war he was transferred to the Brooklyn Navy Yard and placed in charge of the medical station there, where his knowledge was soon freely drawn upon in the preparation of medical supplies on a large scale, the Civil War breaking out shortly after his transfer. He remained a year or two at the Navy Yard laboratories, but not receiving enough compensation or funds for the actual prosecution of his work, he resigned and started a private manufacturing laboratory on Furman Street, Brooklyn. His business increased, the times being propitious for the development of such an industry as he was then engaged in, and he was soon obliged to seek larger quarters. These he found at No. 36 Doughty Street, Brooklyn, where the laboratory has remained until the present. The laboratory was three times destroyed by fire, and in one of these fires, which occurred more than thirty years ago, Dr. Squibb was severely burned by an explosion of ether and his face was permanently disfigured. In January, 1892, his two sons were admitted to partnership, and the firm name has since been E. R. Squibb & Sons, the sons being Edward H., M.D., and Charles F.

Dr. Squibb was married to Miss Caroline F. L. Cook, of Philadelphia, in 1852, and she, with his two sons and one daughter, Mrs. John C. Munro, of Philadelphia, survive him. Originally and before he went into the Navy, Dr. Squibb was a member of the Society of Friends, but as his services for the Government were looked upon as contrary to the doctrines of the denomination, he withdrew from it. For a great many years he was a regular attendant of the Holy Trinity Episcopal Church, Brooklyn, where the funeral exercises were conducted last Monday at 2 p. m., Rev. Dr. S. D. McConnell, assisted by Rev. Mr. Steele, officiating. The interment was made in Greenwood cemetery.

Tributes to His Memory.

Some idea of the high estimation in which the deceased was held by men eminent in those fields in which he has labored may be gained from the following reminiscences and references to the attainments of his life which have been obtained for publication in this journal. These tributes to the memory of the distinguished pharmacist, chemist and physician are, it will be noted, from the pens of the recognized leaders in the various domains of science, in which Dr. Squibb occupied so prominent a position.

Elevated the Standard of Pharmacy.

It gives me great pleasure to express my very high appreciation of the labors and of the personal character of the late Dr. E. R. Squibb. No one in the United States, or indeed in the world, has in the recent decades done more to elevate the methods and standards of the manufacturers of pharmaceutical preparations; few, if any, have done more to spread a sound knowledge in regard to the value of medicinal agents.

HORATIO C. WOOD.

Philadelphia, November 5, 1900.

His Influence Great and Good.

It is a matter of some difficulty to define, even with approximate accuracy, the influence of the life work of Dr. E. R. Squibb on American medicine and American pharmacy. That influence has been great and it has been good—this we know, and know well. In the councils of the medical profession the voice of Dr. Squibb was always on the side of integrity—integrity that applied as well to scientific work as to personal conduct. His contributions were always of the highest scientific order, and I do not recall that any position that he ever assumed was ever successfully controverted. It is a matter of common information that, for many years, his preparations were recognized by the profession as standards of excellence, by which the products of other establishments were to be estimated. It was his labor in the direction of standardization of pharmaceutical products that contributed largely to the accuracy of modern therapeutics. These facts being true, who can estimate the beneficent results of his life work? He brought safety into the operating room and precision into the sick chamber. It is given to but few in this life to do as much. His example should be emulated by every one who has to do either with the preparation of remedies or their administration for the relief of suffering humanity. His eulogium should be pronounced in the councils of the profession, and his memory should be cherished as an inspiration for the generations to follow.

C. A. L. REED.

Cincinnati, November 5, 1900.

Some Personal Reminiscences.¹

"Semper honos, nomenque tuum,
laudesque manebunt."

It is now nearly thirty-four years since the undersigned first had the good fortune of making the acquaintance of Dr. Edward R. Squibb. It was during a visit to his laboratory, himself acting as guide and demonstrator. The impression then produced was so lasting that it is even now vivid before the mind of the writer, as it revealed to him a nature and mind stored with the most varied knowledge, resourceful even under perplexing difficulties, and unselfishly placing his experience at the disposal of others. At many subsequent occasions the writer had the privilege of conversing with Dr. Squibb on various topics, professional or otherwise, and he never came away without having gained valuable information which could either not have been obtained at all from other sources, or at least only at the expense of much time and trouble. No one who enjoyed his confidence and had access to him ever appealed to him in vain when his counsel and advice were desired.

It was the writer's privilege to witness many of the experimental steps and the gradual development of the most important manufacturing processes which the deceased was carrying on, or which he put in operation from time to time. It is unnecessary to enumerate these here. Indeed, a mere enumeration would entirely fail of its object. Nothing less than a detailed and exhaustive record and history of the life-work of the deceased will do justice to the subject.

There is one topic, however, regarding which the writer may be expected to feel somewhat more competent to speak, as it was one of deep and mutual interest to him and the deceased. This topic is the United States Pharmacopoeia and its periodical revision. The deceased had taken a most active part in its gradual development and improvement ever since its fifth decennial revision (1860), and served on several Revision Committees. When the writer, in 1880, was selected as chairman of the Revision Committee, he had reason to congratulate himself that Dr. Squibb was one of the members, and indeed, although the deceased subsequently gave up his formal membership, he remained an active adviser and contributor to the work of revision, as if he had been an actual member. Having for years been familiar with the principal problems that have to be studied and disposed of during such a task, he rendered to the writer and to the whole committee most important service by placing at their disposal not only his personal knowledge and experience, but also the records and statistics of his laboratory, whereby many a false step was avoided and much valuable time was saved. After the appearance of the work he wrote a critical commentary on the more important subjects contained therein, which brought out the defective points and facilitated the work of further improvement. During the subsequent revision (1890, etc.), the assistance of the deceased was even more constant, showing the great interest he took in the work, and evidencing the good will he entertained toward the

¹ This paper was presented by Prof. C. A. Doremus at a meeting of the New York Section of the American Chemical Society, held on Friday evening, November 9.

members of the committee. While the work went through the press (first half of 1893) he read copies of all proofs and revises, annotating them in his well-known characteristic minute and fine handwriting, thus enabling the committee, and particularly the writer, who acted as editor, to eliminate many discrepancies and inaccuracies. Even during the new revision, which is now under way, the deceased continued to show his interest in the work. Only nine days before his death he contributed an important voluntary paper on specific gravity in general and the specific gravities of alcohol to the records of the committee.

The most characteristic traits of his character, from a professional standpoint, were his extraordinary powers of critical and patient observation; his logical reasoning and, in consequence thereof, a remarkable adherence to the deductions derived therefrom; an unselfish liberality, shown by sharing the results of his researches with others, and an uncompromising stand for what he considered to be ethical and just. Such men are exceedingly rare. Fortunately his greatest activity fell into a period which was promptly receptive to the improvements and innovations inaugurated by him. His memory will live unobscured among all those who had the privilege of knowing him personally.

CHARLES RICE.

New York, November 7, 1900.

A Leader in Independent Research.

Dr. Edward R. Squibb was one of the leaders in independent chemical research and in the production of results of immediate practical value to mankind. Early recognizing the importance of perfect purity of chemicals used in medicine, he was probably the first in this country to establish the manufacture of such products, and it is fair to say that he had few, if any, rivals in any country. He differed from manufacturers generally in that he had no secrets in his work, and was always ready through the scientific instinct, which he developed, if not really innate in him, to give to fellow workers in the same field the benefit of his great ingenuity and his wide experience. No detail of work escaped his notice, and the characteristic followed him in his duties connected with the committees and commissions to which he was frequently appointed, and to him, as much as to any American, is due the high standard of our Pharmacopœia.

His contributions to chemistry have been numerous and varied. One of the most important is the production of absolute alcohol by methods wholly his own, carried out with a nicety which has world wide admiration. No chemist has been more influential in the production of inexpensive acetic acid, acetone and chloroform, while his methods and apparatus for the manufacture of sulphuric ether of the highest purity and strength leave nothing to be desired in that connection. Nearly every method for assay of crude drugs and chemicals has had his attention, and the large proportion of those he had occasion to use were more or less improved at his hands. His name appears in the authors' index of one or more of the more important of the chemical and pharmaceutical journals for each year since he began active work.

It is probable that his greatest influence in the advancement of chemical

science lay in his interest in and the encouragement and assistance he gave to young men, and many of the best men of the profession can testify to this fact from personal experience. Indefatigable and enthusiastic in his work, exact and painstaking in every operation, clear and accurate in his judgment, it was inevitable that he should communicate many of these qualities to those about him, and the chemical and pharmaceutical journals are filled with the matter resulting from his controlling influence. His service in the profession lay, therefore, not only in the mass of work he himself accomplished, but probably as much in what he induced others to do. His death leaves a wide gap in the ranks which cannot readily be filled.

WILLIAM MCMURTRIE.

New York City, November 5, 1900.

The Type of "Incarnated Honesty."

The news which flashed over the wires, "Dr. Squibb died this evening," fell like a thunderbolt upon his legion of friends.

Although it was known that he had passed the allotted three score and ten years of life, it was, nevertheless, a shock to all. To the many he was known as the embodiment of truth, honesty and fearlessness, and as the maker of standard pharmaceutical preparations which were regarded as of the highest class, and which had been subjected to the most scrupulous care from the time that the crude, but most carefully selected, drug entered the laboratory until it emerged purified, standardized and stamped with the seal of his critical judgment. To the few who knew him intimately he was the type of "incarnated conscience." It mattered not to him whether the waves of adversity were rolling over him or whether his bark was being piloted through the calm seas of prosperity, he never changed his course; his unswerving rectitude of character ever kept him as true as "the needle to the pole," to the mark that he had fixed for himself. It made little difference to him what the standard of others might be, and he did not stop to think, "How may I keep this preparation just within the bounds of pharmacopœial requirements?" but it was ever "How can I get the best that any market in the world affords, and how may I prepare this drug so that its virtues may be preserved unimpaired for the benefit of the sick, the helpless or the dying?" Cost was always a secondary consideration with him, hence the epithet "incarnated conscience" which has been applied to him by one of his friends was no rhetorical flourish or the customary laudation of the dead, but it expressed a living, vital truth.

Intimate relations with men often reveal hidden streaks of weakness or wavering from high ideals, but those who knew Dr. Squibb in his daily life and watched him narrowly not only failed to find him wanting, but they were only more profoundly impressed with his intense determination to follow the divine example in all affairs of life. Gifted with a strong constitution, high courage and a deep sense of his responsibility, and marking out what he believed to be the correct course to pursue, he was often accused of intolerance and obstinacy by men more yielding by nature or education. He could never see but one star, and that was set

in the highest part of the illimitable blue firmament, and although somewhat impatient and vexed when others could not follow his guide, he could never be induced by any argument to lower his gaze or accept a compromise. *Ægei monumentum aere perennius.*

Pharmacy has lost a Nestor, medicine a leader and the great world the noblest work of God—an honest man.

JOSEPH P. REMINGTON.

Philadelphia, November 7, 1900.

He Raised the Standard of Quality.

In the death of Dr. E. R. Squibb American pharmacy has lost one of its most eminent, earnest and progressive exponents. He lived beyond the allotted span and died full of years and honors.

The work of Dr. Squibb will live long after him, for he raised the standard of quality, as a manufacturer of pharmaceuticals, at a time when keen competition, born of cupidity, had depressed it to the last degree. With the medical profession his name attached to a medicinal preparation was synonymous for honesty and excellence.

I first met Dr. Squibb in 1880 at the Saratoga meeting of the American Pharmaceutical Association, having just joined the association, and this, my first attendance at its annual convention, made me solicitous to have pointed out the shining lights in pharmacy. At one of the sessions on this occasion, the deliberations having gotten into a parliamentary snarl, the clear and comprehensive mind of Dr. Squibb took in the situation at once, and in a few words cleared away the obscuring clouds and brought order out of chaos.

JOHN P. PATTON.

York, Pa., November 7, 1900.

He Made Definite the Indefinite Things in Pharmacy.

To me the two most significant features of the work of E. R. Squibb were his conscientious loyalty to the principles of pharmaceutical and medical ethics as he interpreted them, and his intense desire for accuracy and definiteness in pharmaceutical work.

Concerning the first point, all his pharmaceutical and medical brethren who have known him can testify; and as to the latter, the character of the products of his laboratory and the many carefully worked out assay and manufacturing processes contributed to journals and associations speak for themselves.

To render the indefinite things of pharmacy definite; to standardize and to fix limits of strength and purity, was a ruling passion with him, and is prominent in all his work. It may safely be said that there is not a class of preparations in the Pharmacopœia that has not been improved by his investigations.

While pharmacy is not, and probably never can be, an exact science, the work of Doctor Squibb has done much to rid pharmaceutical manufacturing from haphazard and rule of thumb methods, and to create a desire for technical accuracy in the production of galenic preparations.

That his labor has been so widely and generally recognized by pharmacists is a pleasing evidence of the fact that conscientious work by a competent worker is always appreciated by the fellow members of his profession.

J. H. BRAL.

Sci. O., November 5, 1900.

The Tarrant Explosion.

A MILLION DOLLARS DAMAGE.

Two Business Blocks Laid Waste—Loss of Life Not so Great as Reported—Frightful Force of the Explosion—Theories Regarding the Occurrence—History of Tarrant & Co.—Storage of Explosives—Views of Insurance Men—What Out of Town Jobbers Think.

Not alone was the fire and explosion which wrecked the big seven-story brick and stone building of Tarrant & Co. and practically wiped out of existence the greater part of two business blocks at noon of Monday, October 29, the most disastrous occurrence of the kind the drug trade has ever experienced, but it is also safe to say that New York has never before known a more destructive visitation in its commercial district.

Fire Preceded Explosion.

It was about 10 minutes after 12 o'clock that Policeman George Creed, of the Church Street Station, saw flames issuing from the third story windows of the Tarrant building at Greenwich and Warren streets. He turned in an alarm at once, but before the fire engines had settled down to do any effective work there was a series of explosions which not only completely wrecked the Tarrant building, but destroyed eight other buildings adjoining on Greenwich, Warren and Washington streets as well.

As for the damage caused by the concussion, it was of such a nature that it necessitated the demolition of six other buildings, while the expense attached to the repairing of shattered plate glass windows extended over an area of many blocks and proved no small item.

Loss of Life Not Known.

Even at this late day no exact figures can be given as to the loss of life caused by the explosion. Scores of people were injured and several died in hospital. Over twenty names are still on the list of missing and three or four bodies have been found in the ruins. One of these has been identified as that of George Schuck, twenty-two years old, a porter, of 106 Floyd street, Brooklyn, employed by Tarrant & Co.

Almost two score of business firms suffered complete or partial loss of stock, and with the loss on the buildings destroyed in whole or in part fully a million and a half dollars have gone up in smoke and flame.

Drug Firms that Suffered.

All of the drug firms to suffer had goods stocked in the Tarrant building, the adjoining structures being occupied by fruit merchants and manufacturing concerns. The M. J. Breitenbach Co. occupied the first floor, while the following firms had chemicals stored with Tarrant & Co.: Wells, Richardson & Co., Harshaw, Fuller & Goodwin, Stanley & Jordan, Schoellkopf, Hartford & Hanna Co., McKesson & Robbins, Rogers & Pyatt and others.

The total loss on the Tarrant building, including contents, is placed at \$225,000, that of the M. J. Breitenbach Co. \$30,000 and that of the firms having goods on storage in the building \$80,000. The greater part of this is covered by insurance.

Ample Time to Flee.

It is due to the fact that the explosions occurred ten or fifteen minutes after the fire broke out, and that the disaster took place during the noon hour, that no more lives were lost than has been stated. Most of the employees were at lunch, while those in the building had warning by the fire to leave the premises. Up to a late hour on the day of the explosion fears were expressed for the safety of Thos. F. Main, Treasurer W. C. Allen, Mr. Breitenbach and Mr. E. G. Wells, but luckily all four were dining some distance away from their offices at the time of the mishap.

As might be imagined, the exact cause of the explosion is a mystery and is likely to remain so. The nature of the goods stored in the building has not been made public, and this is explained on the ground of the absence of Tarrant & Co.'s shipping clerk, Benjamin Moorhouse, who is believed to be among those who have perished. The storage books may show, but they have either been burned or are still in the safes, buried under tons of debris.

Knew of No Danger.

"I am most certain we had no explosives in store. Certainly nothing we knew to be explosive, because Mr. Moorhouse had orders in that respect."

"How about sulphur and chlorate of potash being stored together?" was asked.

"Both of those chemicals taken separately are absolutely harmless," Mr. Main said. "But if one night you buy a package of sulphur to fumigate your house with and the next night you buy a package of chlorate of potash for your family to gargle with, and in your home the chemicals come in contact with one another and explode, blowing your house down, are you guilty of criminal negligence or violation of any law? We are in exactly the same boat. At times we stored sulphur, at times chlorate of potash, and, I dare say, frequently we stored both. But we had no idea the combination was dangerous. I am not sure if at the time of the disaster either of the chemicals was in the place."

"We were permitted to keep in stock in our building one barrel of benzine, one barrel of turpentine and 100 pounds of collodion. We never kept any benzine or collodion; and the one barrel of turpentine which we kept was stored under the sidewalk. Whenever we needed any collodion for our customers' orders we sent out and bought it, filled the orders and shipped the goods immediately."

John McKesson, Jr., of McKesson & Robbins, said that his firm had forty-five kegs of chlorate of potash and a quantity of barium stored in the building owned by Tarrant & Company. Mr. McKesson said that he did not think there was what could be called

an explosive chemical or drug in the consignment. "Although chlorate of potash is used in the manufacture of certain explosives," he added, "it is not explosive by itself. It is combustible, however, and burns fiercely. I should say there was about \$1,500 worth of our stuff in the building."

Contents of Drums Analyzed.

Five drums were taken from the ruins after the explosion and samples of the contents of each were analyzed by Ernest J. Lederle, the Health Department chemist, and found to consist of aniline oil.

Tarrant & Co.'s History.

Tarrant & Co. is one of the oldest drug firms in this city. When the business was founded on the present site in 1834 it was in the center of a fashionable residence district, and the first business done was that of a retail apothecary.

James Tarrant was the founder of the business. He was an Englishman and his venture, under thrifty management, proved successful. He died in 1852 and his brother succeeded to the direction of the enterprise, which went under the name of John A. Tarrant & Co. In 1861 the business was incorporated as Tarrant & Co. John A. Tarrant died a few years later. In December, 1898, the firm quit the jobbing business. It continued to sell a large line of well-known proprietary articles, including Seltzer-Aperient, perfumery, etc.

The business of the firm suffered from two fires about May, 1892. They happened within a week of each other. The first was insignificant and quickly extinguished. The second blaze was discovered in a closet. A fireman happened to be stationed in the building at the time. He dashed a bucket of water into the closet, upset some bottles of chemicals and a big fire followed. The fire was so extensive that it was concluded to rebuild on the site a modern structure. This structure was finished in May, 1893, and was seven stories high, of yellow brick with terra cotta trimmings.

Mr. Main's Career.

Thomas F. Main, the president of the company, came to this country in 1869, when about 18 years old, and has since been employed with the company, serving in nearly all grades from office boy to president. While at business he studied at the College of Pharmacy of the City of New York, graduating about 1871. He became superintendent of the business in 1879 and president five years later. He is the secretary of the College of Pharmacy and in 1894 was elected president of the National Wholesale Druggists' Association. He is 55 years old.

In New Offices.

Both Tarrant & Co. and the M. J. Breitenbach Co. established themselves in temporary quarters at No. 68 Murray street immediately after the explosion. Both Mr. Main and Mr. Breitenbach were deeply gratified at the receipt of no end of congratulatory telegrams when their personal safety became known, and following these came offers of all kinds of assistance from friends in the trade all over the country.

"I cannot find words to express my thanks for the warm regard in which we appear to be held by our many friends," said Mr. Breitenbach to an

AMERICAN DRUGGIST reporter. "We can't thank them all ourselves, so I wish you would do it for us collectively. We feel most warmly on the subject."

The body of Benjamin Moorhouse, shipping clerk for Tarrant & Co., was found in the ruins of the building on November 9. Mr. Moorhouse was believed to have lost his life in trying to save his entry and shipping books. One of his entry books found near his body was handed to Assistant District Attorney Walsh, who refused to allow it to be examined. He said that it recorded nothing of importance so far as he had been able to ascertain. Mr. Walsh has also impounded other account books found in the ruins.

STORAGE OF EXPLOSIVES.

Views of the Insurance Men.

What Leading Jobbers Say.

The Tarrant explosion and the following statement of Fire Commissioner Scannell in relation thereto has excited widespread comment in the drug trade, not alone in this city but all over the country. Fire Commissioner John J. Scannell, who was interviewed by reporters for the daily press, made some most exaggerated statements regarding the menacing character of the buildings in which drugs are stored. He said:

I suggested some time ago that all such drug concerns should be kept outside the city limits, or at least should be compelled to approach no nearer to any other building than 250 feet.

With all the care taken by our inspectors a firm might move its stock an hour after the inspectors had called. The only way to secure absolute safety is to remove the concerns as I suggested or to keep an inspector constantly on hand.

Drug Houses Not a Menace.

In denying this state of affairs a member of the firm of Schieffelin & Co. said:

It is an injustice to the wholesale drug houses of this city to say they all constitute a menace to the surrounding buildings. They do not. We, for instance, always keep a smaller quantity of explosives on hand than our permit allows. So do many other firms that I know of.

We also store our stock judiciously, separating those substances which would form an explosive if they became mixed by any accident. It is certain storage houses which form the real menace—places where commodities are stored indiscriminately and without full knowledge of what might happen if they became mixed. If reform regarding combustibles is needed, it will not be gained by inflicting upon wholesale druggists the unnecessary hardship of removing their stocks into the country, as Fire Chief Croker recommends, but by insisting upon proper and safe and scientific storage of chemical commodities in warehouses.

Mr. McKesson's Views.

These views were indorsed by Rogers & Pyatt and McKesson & Robbins, John A. McKesson adding:

I keep 50 per cent. less explosives in stock than my permit calls for, and I invite the strictest scrutiny from the inspectors of the Bureau of Combustibles at all times. Whatever explosives I have beyond 50 per cent. of my permit I store in other places. Tarrant & Co. was a well known storage firm, and I supposed they had a permit. It was impossible for me to know what was stored in proximity to my chlorate of potash in the Tarrant building.

I have chlorate of potash stored in other places in this city to-day. If I knew it was stored near any substance which after being mixed with it would form an explosive, I would store it somewhere else. But I cannot explore a storage warehouse. I must trust to the warehouseman to use common sense

for his own sake, and I must trust to the insurance company to write only safe risks. Any system which would insure wise and scientific storage of chemicals in these warehouses would be a great improvement. All chemicals on my premises are handled securely, and our house forms no menace to our neighbors' lives or property.

Wholesale Druggists Aroused.

President William J. Walker, of the National Wholesale Druggists' Association, who is of the firm of Walker, Gibson & Co., Albany, N. Y., has received a number of communications from prominent wholesale druggists suggesting that the association take prompt steps to ascertain the cause of explosions. He telegraphed Daniel Myers, of Benton, Myers & Co., Cleveland, chairman of the association's Insurance Committee, to take measures to place the wholesale drug business in the proper light before the fire underwriters and the public, employing an expert chemist to investigate the Tarrant disaster. Among those who have been outspoken in their suggestions to President Walker, that the facts should be correctly and fully obtained and announced, were McKesson & Robbins, New York; Coffin, Reddington & Co., San Francisco; Lyman-Ellel Drug Co., Minneapolis, and the Fuller & Fuller Co., Chicago.

Mr. Myers visited the wholesale drug trade in this city recently and said:

No one is more interested in learning the cause of the explosions in the Tarrant & Co. fire than the wholesale druggists of the country. Articles in the press have been very misleading and full of gross misrepresentations as to the dangerous character of wholesale drug stocks. In all of the fires that have ever occurred in the United States in wholesale drug stocks no damage or loss of life whatever has resulted by reason of explosions.

No Explosives in Drug Stocks.

The fact is that wholesale druggists do not carry in stock a sufficient quantity of any explosive chemical or compound to cause any damage. For instance, nitroglycerine is carried in drug stocks only in the form of minute sugar or gelatine coated pills. The entire stock that may be found in any wholesale drug house could not cause an explosion severe enough to kill a sparrow. Especial attention should be called to the fact that Tarrant & Co. are not wholesale druggists. At the time of the fire their building was occupied in large part by tenants and for storage. They only used sufficient of the building to manage their proprietary business.

Boston Druggists Talk.

In Boston the declaration has been made by District Fire Chief Joseph M. Garrity and Captain Samuel Abbott, of the Protective Department, that their city is liable at any time to be visited by a catastrophe similar to the New York calamity, while the druggists maintain that they are living up to the law and do not keep on their premises enough explosives to jar a moderate sized building.

District Chief Garrity said:

There are many druggists in this city who don't care a rap for the law concerning the keeping of explosive compounds. They want us to believe that they keep on hand only the amount of explosives permitted by law; but I know from observation that they keep in stock ten times the quantity allowed.

When we catch them overstocked they set up the claim that the surplus on hand is for shipments of an unusually heavy order, or something of that sort. In this way they account for the over quantity in their possession, and we must accept this explanation. The Tarrant fire horror in New York is very likely to be repeated in all its appalling details in this city.

Would Not Blow Out a Window.

Mr. Cutler, of the Eastern Drug Company, had this to say:

These claims are ridiculous. What chem-

icals we have in stock would not blow a window out of our store. We are keeping within the law and mean to keep within the law. While I don't care to hazard an opinion on the cause of the Tarrant disaster, I will say that some careless person was responsible. I see that Tarrant & Company are rated as wholesalers. They were wholesalers up to 1895, when they started manufacturing perfumes and proprietary medicines.

If the papers are right the firm let its upper lofts for the storage of chlorate of potash and permanganate of potash, the most dangerous explosives, outside nitroglycerine, manufactured. Our law, of course, differs considerably from the New York law in regard to the keeping of explosive properties. Here manufacturers as well as wholesalers are obliged to keep great quantities of chemicals in isolated storehouses.

Views of a Manufacturing Chemist.

Mr. Billings, of Billings, Clapp & Company, unburdened himself as follows:

Our total stock of explosives might be able to blow a hole in our roof. But we use every precaution against danger.

We have not over 25 pounds of ether in stock. I think the cause of the Tarrant disaster was the careless handling of chlorate of potash during the manufacture of gunpowder. While we use the greatest care, we may be visited by an explosion such as the blowing up of a barrel of alcohol. Confined alcohol brought in contact with flame will cause a bad explosion. I don't think that a gas explosion caused the Tarrant fire. Ether brought in contact with flame will cause an explosion.

Explosives in Fire Proof Safe.

Mr. Weeks, Sr., of Weeks & Potter, said:

Our explosives are carefully stored in a separate fire proof cell in the rear of our store. We've been here 60 odd years and we never had an explosion. We keep a barrel of benzine on tap, in a separate fire proof receptacle. Should it explode it could not do much damage. We keep on hand everything used in the manufacture of explosive chemicals. These ingredients, separately, are harmless. We have no fear of an explosion.

I will not be surprised if the investigation of the cause of the New York explosion shows that nitric acid and glycerin did the mischief. I don't believe chlorate of potash caused that explosion.

Boston has been very fortunate in having but a few chemical explosions during the past 30 years. The most eventful explosion of this character occurred on May 26, 1875, in George D. Dow's pharmacy, at the corner of Washington and Lagrange streets, when the entire front of the building was blown to atoms, killing three and maiming a score of others. The cause of the explosion was never known.

In Detroit.

The wholesale drug houses of Detroit are said to be annoyed by reports sent out from this city that the Tarrant institution was a wholesale drug house, and that according to Chief Croker, of the Fire Department, "nearly all these wholesale drug houses carry explosives in such quantities as to render them powder magazines and dangerous to public safety."

James E. Davis, of Williams, Davis, Brooks & Hinchman Sons, said:

I see that President Main is quoted as admitting that the Rogers & Pyatt people had several tons of chlorate of potash stored there, and it is also stated that there was a ton of sulphur. Chlorate of potassium is used in the manufacture of colored fires for political campaigns. It is made in about the same way as bleaching powder, or chloride of lime. The lime and carbonate of potash are saturated with chlorine gas, forming potassium chloride and chlorate, which are separated by crystallization. It is very dangerous if contaminated by organic matter, such as dust, sugar, pieces of wood, cork, sulphur or sulphides.

D. H. R. D. Notes.

Chicago, Nov. 13, 1900.

It is a pleasure to note that the last cutter in Stephenson County, Illinois (Freeport, county seat) has restored prices. This is due to the benign influence of the vigorous Northern Illinois Association.

The Chicago Retail Druggists' Association now has a competent organizer in the field, and the association is growing rapidly. The city is being divided into districts, each of which is a component part of the city organization. The work is progressing in a very satisfactory manner. In this association there are determined men, and they are not a few, who have decided that the conditions of the drug trade in Chicago can be and shall be improved.

The secretaries of the associations in membership are requested to write to the National Secretary without delay as to the action taken by their respective bodies concerning the letters to the affiliated societies issued August 7 and October 1.

President J. A. Lockie, of the Erie County (N. Y.) Pharmaceutical Association, telegraphed Secretary Wooten October 31 that his society is to be reorganized on the plan of the Northern Ohio Association. There is no doubt of the association's increased usefulness under the new arrangement, and the N. A. R. D., as well as the Erie County Association, is to be congratulated on the change.

"Mr. Thos. V. Wooten, Sec'y, Chicago.

"Dear Sir: In the September 25 issue of I find the report of the convention at Detroit of the N. A. R. D. I am not a retailer, simply a clerk. I am very much interested in the effort to organize the drug trade thoroughly; please let me hear from you, giving all information possible. Truly yours, Fred. W. Thomas, Beardstown, Ill."

The National Secretary is receiving many such letters from clerks who, realizing that their own welfare, both now and in the future, depends upon the success of the National Association's work, are anxious to give it their assistance.

In the territory covered by the Northern Ohio Association three aggressive cutters have recently restored prices on proprietaries. The work of this society is a credit to the tireless and unselfish men who are directing its efforts.

The Committee on National Legislation is receiving many encouraging letters from druggists and others interested in the stamp tax on medicinal preparations. From present indications this measure will receive attention early in the approaching session of Congress. The members of the National Association are urged to call on their Senators and Congressmen previous to the assembling in Washington and insist upon the immediate repeal of this burdensome and discriminating tax.

A good illustration of the truly national character of the N. A. R. D. is the fact that the last two associations to become affiliated are those of Charleston, S. C., and Burlington, Vt. These associations represent practically the entire drug trade of the two cities.

Since Bulletin No. 9 was issued the following manufacturers, in addition to those given therein, have adopted a definite line of wholesale distributors: A. C. Mayer & Co., Baltimore; B. O. & G. C. Wilson, Boston; the B. J. Kendall Co., Enosburg Falls, Vt.

The Sterling Remedy Company report highly satisfactory results from their N. A. R. D. offer.

At a meeting of the Illinois Druggists' Association, held in Elgin October 16, the decision was reached to put an organizer into the field to form local societies and in every other way increase the organization's effectiveness. The meeting was marked by unusual enthusiasm. The secretary and the treasurer of the Chicago Association were present.

**NEW YORK JOBBERS
AROUSED TO ACTION.**

Western Cutters Failing to Get Supplies at Home Try New York—But Local Wholesalers Meet and Reaffirm Their Loyalty to the Tripartite Agreement—Cutters Offered Large Sums of Money.

That the wholesale drug trade is in earnest in its intention to do its share of the work of making the N. A. R. D. tripartite plan a success was amply proved at the hastily called meeting held at the rooms of the Board of Trade and Transportation on the afternoon of November 8th.

The call for the meeting had been sent out but a day or two before it was held by C. F. Shoemaker, of Philadelphia, chairman of the Proprietary Committee of the N. W. D. A., who presided at the meeting, and the reasons for holding it were the various reports flying about alleging violations of the rebate plan, as well as alarming and apparently well founded rumors that parties were seeking to place with wholesale firms in this section large orders which Western firms who are pledged to the tripartite agreement refused to fill.

Practically the entire local wholesale drug trade was represented at the meeting. Among some of the firms either in attendance or represented were Lehn & Fink, McKesson & Robbins, Crittenton & Co., O. H. Jadwin, Schieffelin & Co., Robinson & Co., Bruen & Ritchie and Townes & James. F. E. Holliday, of Philadelphia, chairman of the Executive Committee of the National Association of Retail Druggists and assistant to the secretary of the National Wholesale Druggists' Association, was also present.

The meeting was called for 3 p.m., and the drug jobbers went at once into executive session. The officials lost no time in stating the object of the conference. It had recently come to their notice that certain Indiana parties who had been unable to purchase a stock of goods in their native locality owing to the strict adherence of druggists there to the tripartite plan were looking to this market for their supplies, since the agreement is not in practical effect here. Should they succeed in having their orders filled by New York jobbers, it was claimed, they would defeat the objects of the tripartite agreement at the expense of Western firms enforcing its requirements. A very large sum of money, variously put at from \$75,000 to \$100,000, the story ran, had been offered in immediate payment for cash orders for goods.

After the meeting those present refused to go into particulars as to what had transpired, but it was learned that the N. A. R. D. plan had been reaffirmed by the adoption of a set of resolutions pledging loyalty to the agreement. A copy of the resolutions was not obtainable, but they will be given out for publication later.

It was stated that the resolutions passed destroy completely any chance of the repudiation of the three-fold trade agreement against rate cutting. Although the agreement is not yet in force here, it is believed that the labors of the canvassers to be appointed by the six retail associations in this vicinity

ity will result in an indorsement of the plan.

In talking of the meeting a prominent member of the N. A. R. D. said: "While we had the utmost confidence that the local drug jobbing trade as a whole would stand by us, the jobbers here are not yet pledged to practically enforce the terms of the agreement, and we thought best to acquaint them with the situation and to guard against even an unintentional violation of the agreement which they have already indorsed. The action taken is in the nature of a temporary safeguard to the successful operation of our plan, which is in operation elsewhere, until we can organize the retail druggists here and declare the agreement operative. As to the action taken at the meeting, all members of the National Association of Retail Druggists will be gratified to learn of this further evidence of the active support given to the movement by the New York jobbers, for a great deal of the success of this national undertaking depends upon their attitude toward and strict observance of the tripartite plan."

**NEW YORK GETTING IN
LINE.**

Definite Steps Taken to Put the N. A. R.

D. Plan in Operation.

The anti-cut-rate plan of the N. A. R. D. was ratified on November 5 by six of the retail pharmaceutical associations of New York City and vicinity through their various representatives. Those six were the Kings County Pharmaceutical Society, New York Retail Druggists' Association, Drug Clerks' Association, Jersey City Pharmaceutical Association, Manhattan Pharmaceutical Association and the North Hudson Pharmaceutical Association.

This leaves but two local associations which have not indorsed the plan; they are the German Apothecaries' Society and the New York Retail Druggists' Association.

There were 25 delegates at the conference, of which Dr. William Muir was elected temporary chairman. After a long discussion of ways and means by which the war against cut rates could be made most effective it was decided to arrange a provisional schedule of prices, and such a schedule of prices was arranged as follows: Twenty-five cent articles, 20 cents; 50 cent articles, 45 cents; \$1.00 articles, 85 cents; 35 cent articles, 25 cents, and full prices for all five and ten cent articles.

The plan now to be followed is to report this provisional schedule to the several associations through their respective delegates. The various associations will pass upon the schedule submitted and the delegates will then report the wishes of their associations at another conference of the delegates at a meeting to be held at the College of Pharmacy of the City of New York on December 13, when a definite schedule will be adopted for presentation to the entire trade of New York and New Jersey.

No definite action was taken regarding the matter of organization, although the subject came up and was discussed from all possible points of view. The plan that was most favorably received was one looking to the selection of paid organizers to canvass

Greater New York and Jersey City, these organizers to present the merits of the movement to the entire drug trade and secure their indorsement of the plans.

One point strongly brought out at the meeting was that the indorsement of the entire retail drug trade to the extent of 75 per cent. of their number was not absolutely necessary. On the contrary it was planned that the druggists should act as individuals so far as the plans were concerned, and that the appearance of any concerted action should be done away with as far as possible.

The hope was expressed at the meeting that the majority of the retail druggists in this vicinity would approve of the plan, and that they would adhere to the schedule of prices that the joint committee would decide upon.

Adjournment was then had for one month. In the mean time the various delegates will report to their respective associations, when, as stated, these societies will discuss the proposed schedule of prices and plan of organization and adopt a policy.

Prof. Wm. C. Anderson, of Brooklyn, who is president of the N. A. R. D., and who attended the conference as a delegate from the Kings County Pharmaceutical Society, spoke freely on the subject when interviewed. Among other things he said:

"We were all greatly pleased with the interest that was exhibited at the meeting. The fact that the delegates were a body of good representative men and that harmony prevailed throughout the meeting spoke volumes for the determination and good sense of the trade generally. It was an indication that the movement is a popular one and that it will be crowned with success. Each association was entitled to five delegates, and most of them were so represented. To me prospects seem very bright."

Clarence O. Bigelow, of 102 Sixth Avenue, is to be classed among the retailers who, while opposed to the N. A. R. D. plan, will not take any active steps to prevent its general adoption among retailers. Mr. Bigelow spoke slightly of the entire movement, and did not hesitate to pooh-pooh its chances of success. He held that owing to the weakness of human nature it was hardly to be expected that those jobbers who had profited in the past by certain methods of business would dispense with those methods at this late day. Still, all things considered, the plan if carried through might be helpful in a way to the average small dealer, and as far as he was concerned he would not put a straw in the way of its success.

John C. Gallagher, of Jersey City, is of opinion that, everything considered, success for the new plan is assured. Heretofore, he stated, nothing had been done looking toward the practical adoption of a schedule of prices to which retail druggists could adhere.

"In the past," said he, "there were not the chances for success that there are now. The trade was not so well organized, nor were there so many trade associations in existence. It is the exception not the rule nowadays to find a druggist who does not belong to some trade body, and who does not take an active interest in what is going on about him and in the movements that look

for his betterment financially and otherwise.

"With such a central body as the N. A. R. D., with associations practically in every big city of the country, with a motive that means their bread and butter and with every one alive to the necessity of altering a condition of affairs that has been too long a blight on the profession, I do not see any conceivable reason why the plan, if carried out along the lines at present proposed, should not meet with immediate and overwhelming success."

VICTORY FOR PROPRIETOR.

May Dictate Retail Price.

PHENYO-CAFFEIN CO. WIN.

The Pheny-Caffein Co., of Worcester, Mass., has won its action to determine whether a proprietor has the legal right to set a price upon the goods he manufactures.

This decision is the outcome of three and one-half years' experience and effort on the part of the company to accomplish the control of the retail prices of its goods, and the company believes that if the members of the Proprietary Association conformed their conditions of sale to the conditions upon which the decision was based they would find in such action a solution of the cut-rate problem.

In other words, if a sufficient number of manufacturers of proprietary medicines adopted restrictive conditions of sale and placed notices of the same upon their goods, requiring all jobbers to use invoice blanks with restrictive notices thereon and a list of the protected goods on the backs thereof, success would be assured.

The following is a copy of the contract which was contested and decided valid:

CONTRACT.

For and in consideration of the per cent. deducted from the full retail price, allowed by the Pheny-Caffein Company, the vendee, or retailer, hereby agrees that he will not sell nor allow any one in his employ to sell, directly or indirectly, Pheny-Caffein, 25 cent size, for less than 25 cents a single box, five boxes for one dollar, twelve boxes for two dollars and twenty-five cents, nor the 10 cent size for less than the face price.

The vendee, or retailer, further agrees, that if he violates the terms of this contract, he will pay to the Pheny-Caffein Company the sum of \$21, that sum being the agreed amount that the Pheny-Caffein Company would be damaged by a breach of this agreement. This clause, as to the amount of damages, is inserted because it is recognized and agreed that a breach of this agreement would cause the Pheny-Caffein Company to suffer a material loss, and also that it would be very difficult and usually impossible to prove the exact amount of such loss.

The vendee, or retailer, further agrees that the acceptance of said goods, with the notice of the conditions of sale, shall be held to be an assent on his part to the foregoing terms, and an agreement with the Pheny-Caffein Company to sell subject to the price restrictions fixed by it.

This agreement is made subject to the stipulation that in case the vendee, or retailer, should desire to discontinue the sale of Pheny-Caffein, and notifies the Pheny-Caffein Company of that fact, in writing, said company agrees to buy from the vendee, or retailer, any of the said Pheny-Caffein, at the net cost price at which it was sold to him.

Price and discount to the retail trade:
\$1.20 per dozen, 10 cent size, less 41 2-3 per cent. discount, 4 c., 75c.
\$3.00 per dozen, 25 cent size, less 41 2-3 per cent. discount, 4 c., \$1.75 per dozen.

1/4 gross lots, either size or assorted, 41 2-3 per cent. and 5 per cent. discount, 4 c., \$9.97 (25c. size).

1 gross lots, either size or assorted, 41 2-3 per cent. and 10 per cent. discount, 4 c., \$18.90 (25c. size).
1 per cent. cash, ten days.

As was to have been expected, when the agency contract was first proposed it was objected to by the jobbers, generally averse to innovations. When, however, it was understood to be necessary to sign it in order to obtain the company's goods, nearly all jobbers signed. The company believes that the same would be true in regard to special invoice blanks, which would not be more "cumbersome" than any other invoice blanks after their use became routine. Certain jobbers objected to the blanks submitted to them when the Worcester concern was trying to agitate the subject a year ago, but expressed a willingness to send printed contracts with each invoice, or to send printed contracts with their monthly statements. If they were to undertake to send a printed contract with each invoice, it is feared that there would be many omissions, and it would be cumbersome to send them with each monthly statement if a number of separate contracts were to be sent. Therefore special invoice blanks with notices thereon, and a list of protected goods on the backs thereof, are favored, because there would be less uncertainty in regard to obtaining them if they were needed as proof that notice had been given to the retailer as to the conditions of sale.

Court Sustains Apollinaris Company.

At the October term of the United States Circuit Court for the Eastern District of Wisconsin, a final decree was entered making perpetual the injunction obtained last June by the Apollinaris Company, Limited, against Andrew C. Powers and others of Chicago, who did business under the name of the American Mineral Water Co.

The labels of the defendants were enjoined by Judge Seaman solely on account of their color and shape, which was held to sufficiently resemble the color and shape of Apollinaris labels as to be liable to deceive the public, even though the printed matter was entirely different.

The Apollinaris Company have always claimed, by virtue of prior adoption, the exclusive right to use for mineral water orange or yellow labels of the shape and arrangement first made familiar by it.

This is only one of several cases in which such claims have been upheld by State as well as Federal courts.

STRAY NEWS ITEMS.

Retail druggists of Montreal have decided that they keep their stores open evenings and on Sundays much longer than the requirements of the public demand. They have agreed to close at 10.30 p.m., except on Saturdays and holidays, and to fix a time limit of eight hours for Sundays. The choice of these hours is left open, but the hours recommended are from 8 to 10 a.m., noon to 2 p.m. and 5 to 9 p.m.

The entire stock of the Olsson Drug Co., wholesalers, at Fort Dodge, Ia., was recently destroyed by fire. The damage will reach about \$40,000, fully covered by insurance.

In a recent fire at Howell, a suburb of Evansville, Ind., the drug store of J. F. Freeman was completely destroyed. His loss will reach about \$7,000, covered by insurance.

PHILADELPHIA DRUGGISTS' ASSOCIATION.

Discussion of Proposed New Price Schedule—Liberal Offer by a Manufacturer—

Present Pharmacy Law Deemed Inadequate—Course of the Board in Prosecuting Druggists for Violations of the Law Commended.

A "mass meeting" of the Philadelphia Association of Retail Druggists was called for November 2. The interest aroused by the action of the State Board of Pharmacy in prosecuting druggists for violations of that portion of the law relating to the display of renewal receipts along with the certificates of registration was sufficient to bring out a large attendance. The "mass meeting" was preceded by a regular business session, called to order at 2.45 o'clock by President McIntyre.

The minutes of the previous meeting were read and adopted. The recording secretary reported the sending of letters to the Philadelphia jobbing houses asking their co-operation in securing orders for the Stirling Remedy Company's goods according to their offer at the Detroit convention; replies of a favorable nature had been received from several firms. The financial secretary reported the receipt of \$72 dues from 69 members and a balance of \$445.19 in the treasury. The reports were accepted.

New Members.

The Executive Committee, through Chairman Perry, reported as follows: Applications had been received from 27 druggists for membership; all of these had been passed upon. The new members are:

H. E. Jones, 3200 Diamond Street; F. J. Voss, 2617 E. Allegheny Avenue; G. E. Seides, Sixth and Lombard streets; C. A. Reyl, Seventeenth and Norris streets; W. C. Schofield, Fifteenth and Susquehanna; J. D. Watson, 1800 N. Twenty-seventh Street; W. R. Davies, 2501 N. Broad Street; Fannie B. Margolin, 425 E. Third Street; J. L. Kooker, 2059 N. Broad Street; Harmon Dilks, Broad and Susquehanna; A. S. Erney, Sixteenth and Ritner streets; W. J. Wilkinson, 3017 Frankford Avenue; M. J. Wilson, Ekford Avenue and Sellers; W. M. Rickert, 3254 N. Fifteenth Street; C. L. Dobson, 2234 N. Thirtieth Street; D. J. Rauch, 4034 Germantown Avenue; Alex. Wilson, Front and Berks streets; L. K. Silfer, 3500 Germantown Avenue; F. M. Mooney, 3401 Howell Street; J. H. Bailey, Sixteenth and Milfin streets; F. Hertel, Ekford and Lehigh avenues; H. T. Comp, Thirtieth and Diamond streets; C. M. Supplee, Twentieth and Berks streets; A. G. Gerhard, Seventh and Dauphin streets; Henry Audit, Twenty-second and Berks streets; C. H. Dwyer, 1500 Frankford Avenue; G. Slominsky, Seventh and Pine streets.

The Proposed New Price Schedule.

In the matter of an advanced price schedule for proprietary articles, the committee reported that they had agreed upon an advance on 106 articles, this list corresponding with that submitted by the leading cutter of the city as to what he was willing to do to help the cause. Only one "cutter" had refused to agree to this list and had practically defied the association. Steps are being taken to bring this party to terms.

Bills to the amount of \$29.72 were audited and passed upon. It was reported that the services of a representative to carry out the plan for increasing membership and for the good of the organization had been secured; the work done in the past two weeks had

been very satisfactory and had fully justified the committee's hopes of the good to be done by this plan. Mr. Little, the representative, was then introduced and responded in a short address, in which he spoke of the general interest in the work of the P. A. R. D. that he had found among druggists. The report of the committee was then accepted.

Effective Work of the Department Stores Committee.

The Committee on Department Stores reported that they had interviewed several of these firms, with these results: Strawbridge & Clothier promised to cease handling medicines when they had sold out their present stock; Gimbel Bros. promised likewise and assured the committee that they had no intention of opening a drug department; Mr. Wanamaker had replied that the manager of his drug department was out of town, but that he would communicate with the committee immediately upon his return.

The committee assured the association that there would be little trouble in the future from the competition of the department stores, as all of those visited seemed willing to meet the committee in a fair spirit.

The report was accepted and a vote of thanks accorded.

J. C. Perry, chairman of the Executive Committee, presented the offer of I. Cohen to donate 3 per cent. on all sales of his firm's Foodigests to the jobbing houses of Philadelphia for the next three years to the treasury of the P. A. R. D. The offer was accepted with much enthusiasm, many members expressing their appreciation of Mr. Cohen's liberality, and he was tendered the thanks of the association.

Mass Meeting to Discuss Action of Board of Pharmacy.

The "mass meeting" was then opened by President McIntyre, who stated the objects proposed in the call. He said the meeting had been called for a thorough discussion of the action of the State Pharmacy Board in prosecuting the violators of the State Pharmacy law, and also for a general understanding of this law and the position the druggists held in relation to it.

W. L. Cliffe was then introduced as the representative of the committee from the association which had had a conference with the president of the State Board at Harrisburg a few days previously. He reported that his committee had presented the druggists' side of the case, which was that the violations of the law which called for the display of the renewal receipts along with the certificate of registration were either unintentional or due to ignorance of this provision of the law.

In response to questions by the members, Mr. Cliffe read that portion of the law bearing on the question and showed that the State Board had acted entirely within their authority, and when once the board started out to look for violations no other course was left to them but to summon all who had violated any provisions of the law.

The general results of the meeting may be stated as a clarifying of the atmosphere of discontent and criticism that had prevailed during the past week. It was pointed out that there were several provisions of the law

which must be carefully observed, one being that a relief clerk must bring his registration certificate and renewal receipt to the store where he relieves; another that the owner of two stores can keep his certificates in one store and display his manager's in the store he is in charge of. The final point was that both registration certificate and renewal receipt must be displayed at the same time, though not necessarily together in one frame.

The meeting then adjourned subject to the call of the Executive Committee.

WHOLESALE'S COMMITTEES

List of Committees of the N. W. D. A.

President Wm. J. Walker, of the National Wholesale Druggists' Association, has announced the names of those who are to serve on the standing committees of the association for the current year:

COMMITTEE ON PROPRIETARY GOODS.

C. F. Shoemaker, chairman, Philadelphia, Pa.
Frank A. Faxon, Kansas City, Mo.
M. N. Kline, Philadelphia, Pa.
Geo. A. Kelly, Pittsburg, Pa.
D. R. Noyes, St. Paul, Minn.
J. C. Eliel, Minneapolis, Minn.
Fred. L. Carter, Boston, Mass.
W. J. Walding, Toledo, O.
James R. Owen, Chicago, Ill.
Chas. F. Weller, Omaha, Neb.
M. Cary Peter, Louisville, Ky.
Jno. B. Purcell, Richmond, Va.
Lucien B. Hall, Cleveland, O.
Theo. F. Meyer, St. Louis, Mo.
Chas. S. Martin, Nashville, Tenn.
W. A. Hover, Denver, Col.
John N. Carey, Indianapolis, Ind.
Thos. C. Peck, Macon, Ga.
F. A. Dicks, New Orleans, La.
E. C. Frisbie, Hartford, Conn.
H. W. Williams, Fort Worth, Tex.
L. A. Lange, Milwaukee, Wis.
H. B. Fairchild, Grand Rapids, Mich.
C. F. Michaels, San Francisco, Cal.
Albert Plant, New York City.
Thos. F. Main, New York City.
I. S. Coffin, New York City.
Dr. B. V. Pierce, Buffalo, N. Y.
Horace M. Sharp, Philadelphia, Pa.

COMMITTEE ON LEGISLATION.

M. N. Kline, chairman, Philadelphia, Pa.
Thos. F. Main, New York, N. Y.
Geo. A. Kelly, Pittsburg, Pa.
D. R. Noyes, St. Paul, Minn.
Edward C. Frisbie, Hartford, Conn.
Wm. O. Blanding, Providence, R. I.
Dr. B. V. Pierce, Buffalo, N. Y.
Albert Plant, New York, N. Y.
Wm. M. Warren, Detroit, Mich.
John B. Purcell, Richmond, Va.
Henry R. Strong, St. Louis, Mo.
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Geo. A. Fuller, with Ed. Pinaud, Paris, France.
William T. Case, with C. F. Boehringer & Soehne, New York.
L. R. Dronberger, with Mallineroth Chem. Works, St. Louis, Mo.
Chas. W. Griffiths, with Herf & Frerichs, St. Louis, Mo.
J. A. Toy, with Carter Med. Co., New York, N. Y.
M. W. Josyllin, with Eastern Drug Co., Boston, Mass.
F. M. Odena, with Parke, Davis & Co., Detroit, Mich.
J. D. Ryan, with Redington & Co., San Francisco, Cal.
Richard Johnston, with Merck & Co., New York, N. Y.
Chas. F. Scott, with McKesson & Robbins, New York, N. Y.
Dan. Y. Wheeler, with Richardson Drug Co., Omaha, Neb.

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Announcement by Chairman Shoemaker.

Under date of Philadelphia, October 10, C. F. Shoemaker, chairman of the Committee on Proprietary Goods of the National Wholesale Druggists' Association, has issued the following circular to the trade:

You have already been informed by a circular issued some days since by my predecessor, Mr. Frank A. Faxon, that he has relinquished the office of chairman of the Proprietary Committee of this association, and that at the recent meeting at Chicago I was duly elected to succeed him in this position. I now desire to advise you that the office of the committee has been formally removed from Kansas City to Philadelphia. All communications in regard to the work of the committee should be addressed to me here, and will receive prompt and careful consideration.

It shall be my earnest effort to maintain and strengthen the successful operation of the rebate plan, the continued existence of which is admitted by all to be absolutely necessary to provide even a moderate profit in our line of business. We have also repeatedly promised each other to give it our unqualified support. Justice to ourselves requires that these promises should be kept. No infraction on the part of salesman or

pricer should be excused or condoned by the manager or head of any jobbing house.

We are also pledged, both jobbers and proprietors, to give to the new Tripartite Plan a fair and honorable trial, and our best efforts should be directed toward insuring its success. The principle on which it is based, that of sales by proprietors at best prices to accredited jobbers only, is undoubtedly correct, and proprietors should realize that a strict and rigid enforcement of this rule will result to their advantage.

I would also strongly urge upon every legitimate drug jobber (not already a member of this association) the desirability of joining it. We need the moral, financial and business support of every wholesale druggist in the land. Many members of the trade have given not only their money, but what is more valuable, their time, to provide the results we now enjoy. It is but just that all those who benefit by existing conditions should contribute to their support.

I desire to express my appreciation of the numerous words of encouragement which have been spoken by members of the association, and return my thanks for the same. I shall endeavor to merit a continuance of the kindly feelings expressed and hope to receive your earnest, loyal and continued support.

RANDOM NOTES.

The stock of the Oleson Drug Co., of Fort Dodge, Iowa, was almost totally destroyed by fire on October 2. The total loss is put at \$40,000, fully covered by insurance.

The Lightning Medicine Co. has been incorporated to do business at Muscatine, Ia., dealing in medicine of its own manufacture. The company incorporates with \$50,000 capital, divided among H. W. Huttig and G. J. Gruber, both of Muscatine.

The drug store of the Mississippi Drug Co., Laurel, Miss., was completely destroyed by fire on September 30. The loss is put at \$3,500.

Obituary.

Howard Mullikin died at Milford, Del., recently at the age of fifty-seven. He was well known as a historian and genealogist.

Dr. Edward Salmon, the oldest business man and a prominent druggist of Lima, N. Y., died at his residence on East Main street, in that village, September 28, 1900. Dr. Salmon was born in East Bloomfield, December 4, 1818, and spent his early life in that place. He studied medicine in Columbia County and later in Albany and New York. He began his medical practice in Columbia County and afterward continued it at Livonia. In 1851 he removed to Lima, where he has since resided. During his residence in Lima he engaged in the drug business.

He leaves a widow and a son, George T. Salmon, who succeeds him in business.

DAVID PRESTON,

who was the surviving partner of the firm of Wm. Procter, Jr., Co., of Ninth and Lombard streets, died of consumption at his former home in Maryland on the 22d of October.

Mr. Preston was the partner of the late Professor Procter, and assisted him in many of his scientific researches. As a druggist, he was highly successful, and by his integrity and learning commanded the respect and confidence of the medical profession, in consequence of which he enjoyed a large prescription trade. He did not believe in buying anything he could make, and carried on his business more as a profession than a strictly mercantile affair.

He had hosts of friends among the wholesale and retail drug trade, and his death, though not wholly unexpected, was a source of much sorrow and grief to all who were aware of his many kindly qualities.

WILLIAM FISHER.

It was in the pharmacy of William Fisher, at No. 327 Bleeker street, that the late Prof. P. Wendover Bedford learned the rudiments of the drug business some 50 years ago. Mr. Fisher lived to see his erstwhile apprentice become one of the most widely known and popular professors of pharmacy and pharmaceutical editors in the United States. It is now our sorrowful duty to record the demise of Mr. Fisher, who passed away suddenly on Thursday, October 11, of heart disease. By his death there will probably be removed the Fisher pharmacy, one of the oldest landmarks in the old Ninth Ward, that section of the city known to historians as Greenwiche Village, and of which Mr. Fisher was one of the best known residents. He was 76 years old and leaves a widow and children.

Blow to the Illinois Board.

SUPREME COURT DECLARES SECTIONS OF THE PHARMACY LAW INVALID.

Board Petitions for a Rehearing.

DECISION NOT GENERALLY KNOWN.

Chicago Druggists Believe Decision Will Take Away Their Right to Sell Proprietaries—Members of the Board Fail to Realize Full Significance of Decision—Proprietary Medicine Interests Arrayed Against the Board—When Legislature Passed Pharmacy Law Giving Power to the Board it Exceeded its Powers, Says the Court.

Chicago, November 6.—The sections of the Illinois pharmacy law, which prohibit the sale of patent medicines and proprietaries by any but a registered pharmacist have been declared invalid by the Supreme Court. The law as a whole, however, is sustained. If this decision stands it means that any grocer or peddler can sell patent medicines as he pleases. A petition for a rehearing is being drawn up at this writing, and the members feel confident that the law will stand intact, but owing to legal complications lawyers who have watched the case fear that the members of the board may be disappointed. One of the complications is the fact that the Supreme Court has reversed itself in its finding in the well-known Sadler case, which was decided in favor of the State board. In the present case the court has found its precedent in the records of the Supreme Court of Minnesota, where a law similar to that of Illinois was knocked out. The decision has not become generally known, and even members of the board are so staggered by it that they are trying to blind themselves, apparently, to its full significance.

Patent Medicine Manufacturers Interested.

Two cases were taken to the Supreme Court from Cook County. One was the case against Overland and Jacobs, north side grocers, who sold patent medicines, and the other was the case against Theodore Noel, maker of Vitae Ore. Some of the biggest patent medicine manufacturers of the country were interested in the case and fought on Overland's side. A number of points were raised by the attorneys attacking the constitutionality of the law. The only sections objected to were those referring to the sale of patent medicines and proprietaries. Section 2 of the act is the prohibitory section, but it has a proviso whereby the sale of patent medicines and proprietaries by other than a registered pharmacist may be permitted in certain localities specified later. Section 8 covers this proviso and gives the board the right to grant permits for sales in villages and other places to other than registered pharmacists.

What the Court Objects to.

The Supreme Court first attacks this latter section and says of it that it is invalid because the Legislature seeks to confer upon the board discretionary and arbitrary power, and also because it seeks to delegate to the board a power that the Legislature has no right to delegate, and has by so doing abdicated its own power, such an abdication being contrary to previous decisions of

the Court and contrary to the constitution. This, of course, disposes of the board's right to issue these permits.

Legislature Exceeded Its Rights.

As to section 2 the Court says that the Legislature has the right to pass enactments for the benefit of the public health, but it is settled that the exercise of this power must be limited to such measures as do in fact promote the public health or the public welfare. The opinion goes on to assert that the State has as much right to regulate the sale of proprietary medicine as it has of any other kind, but these patent and proprietary medicines are generally put up in sealed packages and in this form can as well be sold by anybody. The weakness of the present pharmacy act, it is asserted, is that it gives registered pharmacists the exclusive privilege of selling patent medicines, while it makes no requirement of the pharmacists that they make any analysis, inspection or examination of the same. In this regard, it is held, the pharmacists are given a monopoly of the business of selling patent medicines without in any manner protecting the public health.

Curious Legal Hair-splitting.

Two of the judges dissented from the findings, and there are such curious features that the lawyers for Noel confess that they are muddled. Without going into the confusing legal verbiage it is sufficient to say that a distinction is made between the ordinary retailer of patent medicines and the man who both makes and sells. In other words, Theodore Noel is denied the right to sell his Vitae Ore, but any grocer can sell it. This, the attorneys say, is a case of hair splitting that would give the traditional Philadelphia lawyer insomnia. By the time this issue of the AMERICAN DRUGGIST reaches subscribers it is probable that the rehearing will have been asked for and the Court urged to remand the case for a new trial. Those who are familiar with the finding, say the attorneys, are feeling gloomy over their prospects of securing the results which would be favorable to the board.

Dismay in Chicago.

One of the veteran Chicago druggists was thunderstruck when he heard of the ruling: "Why, what have we left," he said, "take away the right to sell the proprietaries and we might almost as well close up shop. A large percentage of the things prescribed nowadays are really proprietaries. If any one has the right to sell such articles there is nothing left for us but the prescription business, and what does that amount

to? Our customers would be told to get some standard elixir, extract or tablet triturate at the grocer's, and we would be left out entirely."

The case was handled for the State board by Gabriel J. Norden.

THE NEW BOARD OF PHARMACY

Meet at Albany.

The members of the new All-State Board of Pharmacy, which will commence operations under the new pharmacy law next January, held an informal conference in Albany on October 18.

The fact that while the members had assembled merely to consider matters preliminary to organization, and that in spite of this the session lasted from 9 a.m. until 7 p.m., proved the existence of more than routine matters of consideration.

Two kinds of certificates were agreed upon—the pharmacists and druggists—which will be much larger than the old State Board certificate, and two licenses, one for the pharmacy and one for drug stores, which will be about the size of the liquor tax certificate, as will also be the apprentice certificate.

It was decided to hold examinations in New York and Buffalo each month except in July and August, while in the middle section five a year will be held, at all of which practical work will be demanded.

The session had been called to order by J. C. Smith, of Plattsburg, who was chosen temporary chairman, while Sidney Faber, of this city, was named as secretary. Questions of books, proper form of certificate, rules, examinations, etc., were brought up, but nothing definite was adopted, the members being divided into three committees of five each to submit reports on the several topics.

Dr. A. H. Brundage, of Brooklyn, was named chairman of the Committee on Books, Blanks and like matters; William Muir, of Brooklyn, was selected chairman of the Committee on Rules and Regulations, and Sidney Faber was chosen chairman of the Committee on Publication. The committees then held sessions and afterward reported as a committee of the whole. Many of the suggestions offered by the committees were considered available. It has not been decided what shall be the manner of furnishing the questions for examination. Some are in favor of having a bonded printer print them, while some favor mimeograph copies. This question will come up for adjustment at the next meeting of the board, which will be held on the 15th.

The question of the registering of pharmacist and apprentice was one of the most important to come up before the board, which body has, according to one of the members, already outlined its action.

The idea of having all druggists register was to secure a list of the pharmacists in the State and to prevent fraudulent practice. When a pharmacist registers the board wants him to understand that it is a misdemeanor to make any false representations, and this also applies to a person who is not entitled to register and who presents statements which on investiga-

tion prove him to have attempted fraud.

The board has already informally adopted rules of procedure and forms of registration. On the blank for pharmacists the following marginal notes will appear: "This application should be written out in full and forwarded to the secretary at least ten days prior to date of examination and must be accompanied by the proper fee. Fees: Licensed pharmacist by examination, \$10.00; druggist by examination, \$5.00; pharmacist on previous examination, \$1.00; druggist on previous examination, \$1.00.

More definite results will probably be announced after the meeting to be held this week.

STRAY ITEMS.

Stephen Simmons has opened a new drug store at Yoakum, Texas.

P. B. Morse, of Valley View, Ky., doing business as the Morse Drug Co., has made an assignment.

D. Turngren, druggist, of Salt Lake City, Utah, has recently embarked in business in that city.

O. F. Fleet, druggist, of Jackson, Tenn., was recently fined \$10 and costs for giving away patent medicines without stamps.

Bernard H. Burke has purchased the drug business of Fred. E. Sprague, at Bangor, Me. He is a graduate of the Massachusetts College of Pharmacy.

The Jasper Drug Co. has recently been incorporated in Florida. The directors are Drs. J. E. Hanna and L. M. Anderson and Messrs. C. W. Smith and F. Adams.

W. H. Beckwith, formerly connected with A. B. Hall of Chapel street, New Haven, as prescription clerk, has bought the pharmacy formerly conducted by Katsch & Hilderbrandt, at West Haven, Conn.

Oswald L. Mish, a druggist, of San Francisco, Cal., was recently severely stabbed by a drunken man who had been ordered away from the plate glass front of the pharmacy, on which he was heavily leaning.

By a fire which almost gutted the top stories of the Houston (Texas) Drug Company's building on October 28 the concern lost on stock between \$150,000 and \$180,000, on which there was an insurance of \$125,000. The business of the concern will continue without interruption, the firm already having made arrangements with San Antonio, Dallas, Waco and New Orleans wholesale houses to supply goods to its customers.

The firm of Gerstle & Co., manufacturers of patent medicines, Chattanooga, Tenn., has purchased property with the intention of erecting a large three-story brick factory building, to be the main Gerstle medicine factory. Contracts will also shortly be awarded for two large frame warehouses to be erected on the newly purchased block. The company has felt the need of larger quarters for a year or more as a result of large orders and increased business.

An amendment to the law that regulates the sale of cocaine will be introduced in the next session of the Arkansas Legislature that will prohibit druggists from refilling the prescriptions of doctors, and it is believed that this measure will virtually drive out the cocaine fiends from the State. President Klein, of the State Pharmaceutical Association, will agitate the question in that body, and an indorsement will likely follow. Another measure will be one looking toward the enforcement of the law that no one not a registered pharmacist will be allowed to fill prescriptions in the State.

At the recent annual meeting of the St. Paul, Minn., Retail Druggists' Association the question of meeting the competition of the departmental stores was fully discussed. The system in vogue in the East was explained by H. W. Reitske, a delegate to the national convention of retail druggists. He recommended the establishment of arbitrary differentials in prices. Another meeting will be held November 14 to take action in the matter. Following are the new officers: President, A. A. Campbell; vice-president, Joseph Conger; second vice-president, A. Stierle; secretary, A. W. Bork; Executive Committee, F. M. Parker, R. A. Becker and A. A. Campbell.

Greater New York.

News of the trade in and About the Five Boroughs—Notes of Personal Interest—Changes and New Stores—Trade Gossip.

W. W. Hanna, of Schoellkopf, Hartford & Hanna, has returned from Europe.

Fifth Avenue will soon have another pharmacy, at the corner of Forty-fifth Street, by B. T. Larrimore, formerly of Haas' Pharmacy.

The Harvie Drug Co., of Brooklyn, has been incorporated with a capital of \$2,000. Its directors are Mary Kock, Wm. Harvie and Mary J. Harvie, Brooklyn.

M. D. Mislig has removed his store from 1396 Second avenue to the corner of Seventy-second street and Second avenue, where he has an excellent location.

George H. Roberts, for twenty-five years employed by A. Rowe, of Port Richmond, N. Y., has succeeded the latter, Mr. Rowe having retired from business on July 1, 1900.

Oscar F. Spate, who is employed in a drug store at 890 Broadway, has filed a petition in bankruptcy, with liabilities of \$48,024 and nominal assets of \$4,550.

At the last meeting of the Sphinx Club, held at the Waldorf-Astoria, H. B. Harding, of the Humphreys' Homeopathic Specific Co., was unanimously elected president for the ensuing year.

John Valentine, the popular night clerk in A. M. Jones' all-night pharmacy, at Sands and Bridge streets, Brooklyn, is expected back shortly from Winston, N. C., where he went to visit his family.

A. D. Lyons & Sons, of Brooklyn, have been incorporated to manufacture chemicals and proprietary medicines; capital, \$21,000. Directors, Asahele D. Lyon and G. M. Lyon, Poughkeepsie; H. R. Beers, Brooklyn.

Edward W. Graupner, of 258 East Broadway, has filed a petition in bankruptcy, with liabilities \$2,448 and no assets. He has been in the retail drug business for seven years.

George Dunlap, who made a fortune as a druggist in this city, but whose later years were devoted to theatrical management, died recently in Chicago. The remains were removed to Danville, Ky., for burial.

Scallin Bros., for five years one of the leading business firms of Scotland, S. D., have sold their drug store in that town to A. A. Woodward and B. F. Filbert. The name of the new firm is Woodward & Filbert.

Renewed activity in the drug trade is looked for, not alone in this city, but all over the country, now that the political campaign is a closed book. The present demand is a good one and the prospects were never brighter.

Charles Pfizer, the Malden lane chemist, was recently made the victim of a supposed thieving employe. His New Jersey home was robbed of a jewelry casket containing \$20,000 worth of diamonds and a missing butler is suspected.

William Kinsella, proprietor of a drug store in Fairfield, Conn., was recently fined \$75 and costs on two counts charging him with the selling of liquor to be drunk on the premises and with running a place having the reputation of selling. Kinsella took an appeal to the Common Pleas Court.

The Drug, Chemical, Paint, Varnish and Oil Association took a prominent part in the sound money parade that took place in this city on the Saturday before election. Gen. Edward L. Molineux was the marshal, and the reception he received all along the line of march spoke volumes for his popularity.

Two students in the New York College of Pharmacy, Joseph De Giorgi and Marilana H. Mason, were recently arrested upon the charge of illegal registration. It is alleged that they have not been in this county the requisite four months.

A clever swindle has recently been operated

in Harlem, with druggists for its victims. The swindler, representing himself as a physician, would write out a prescription and ask that it be sent to a certain address with change for \$5, and would then intercept the boy and run off with the money.

Among recently incorporated concerns is the Lexacola Co., of New York City. Its capital is \$3,000,000, and its business is manufacturing, dealing and selling medicines and printing and publishing. The incorporators are H. V. Brandenburg, J. M. Ostrander, E. Tibbitts, A. S. Bowen, A. B. Calm, New York City.

A. Marwick, druggist, has leased the store at Hartford, Conn., recently occupied by the George O. Sawyer Company. He will open a drug store there that, it is claimed, will be one of the finest in the State. The formal opening will take place about December 1 and the pharmacy will be known as the Marwick Drug Company.

Julius Taussig has purchased the Altman Pharmacy at the corner of Eleventh street and Lexington avenue, Manhattan. Mr. Taussig is a recent graduate of the N. Y. C. P., and for seven years past has been clerking at Herman Krehbiel's pharmacy, at the corner of Eighty-seventh street and Madison avenue.

Mrs. Josephine Dorn is making extensive improvements in her pharmacy at Columbus Avenue and Ninety-sixth Street. Mrs. Dorn has another store at Ninety-third Street and Columbus Avenue. This store was recently moved from the opposite corner, and is the best lighted and most brilliant store in the vicinity. It shows up-to-dateness and what a woman can do in pharmacy.

The many friends of Samuel Moffitt in the drug trade will be pleased to learn that he has bought out the Marvel Co., manufacturers of the Marvel Whirling Spray Syringe, with offices in the Times Building, New York. The Marvel Whirling Spray Syringe is a seller, and, with Mr. Moffitt's energy and experience, it is safe to say that it will ere long be a staple article in every drug store in America.

The North Hudson Druggists' Association met recently at Imperial Hall, West Hoboken, and discussed the advisability of affiliating with the New Jersey Pharmaceutical Association. The members were in favor of entering into this association. A committee consisting of William Kyvitz, H. B. Otto, August Frank, Frank Eckert and Otto Volkmann was appointed to represent the society at the session of the National Druggists' Association at the New York College of Pharmacy.

Edmond Dantes, whose heroic namesake is being nightly impersonated on the stage of the Academy of Music, was recently sentenced to one year's imprisonment in Sing Sing for removing John Hall's name from a diploma issued by the College of Pharmacy, inserting his own and obtaining a position as chemist in a Second avenue drug store. Dantes had worked in Paterson, N. J., for Hall, and while his employer was away on a vacation appropriated the diploma, cut out the name and pasted his own in.

The first lecture in the new commercial course instituted by the Brooklyn College of Pharmacy was given at the Institute, 329 Franklin avenue, by William L. Perkins, Esq., on October 31. The course is an experimental addition to the regular work and if found successful will be continued throughout the season. The course will be given without additional expense, as the design is to fit the graduates for the commercial as well as the mechanical and scientific branches of the profession.

Otto Dehne, a drug clerk in Weismann's pharmacy, at Union Hill, N. J., had his right hand injured by an explosion of nitro-glycerin as an indirect result of the New York explosion. Mr. Weismann trades at Tarran's,

and being unable to secure nitro-glycerin started to manufacture a small quantity. The experiment was successful until he went to transfer his product from the retort to the evaporating dish, when it exploded. The skin was torn from his hand and he was badly burned.

The regular games of the Wholesale Drug Trade Bowling Association, which began three weeks ago, were resumed at Reid's alleys last Saturday, too late for the results to be scheduled in this column. Seabury & Johnson, Dodge & Olcott and Johnson & Johnson played on alleys 1 and 2, while National Lead Company, General Chemical Company and Church, Dwight & Co. competed on alleys 3 and 4.

The Century Perfume Company, whose business was established a short time ago, have found it necessary to remove from their quarters at Broadway and Canal street to 296 Broadway, where they will have ample facilities for attending to their rapidly increasing business. Chas. C. Gardner, formerly secretary of Lassell, Dailey & Co., and A. M. Linnett, formerly secretary of the Paas Dye Co., of Newark, N. J., are devoting all their energies to the development of this business and are achieving very flattering results.

The drug trade of the city had many visitors since the last issue of the DRUGGIST. Included among them are John J. Evans, of Liverpool, England; E. L. Ross, of Ross Bros., Providence, R. I.; Wm. Rust, of Wm. Rust & Son, New Brunswick, N. J.; Geo. M. Carlisle, Bordentown, N. J.; N. R. Scott, of Scott & Son, Worcester, Mass.; S. L. Beegle, Orange, N. J.; A. E. Collins, Westerly, R. I.; P. W. Newton, Hartford, Conn.; F. F. Puver, of Rochester, N. Y., and L. H. Cross, president of Trommer Extract of Malt Co., Fremont, O.

Cornelius Edisan, a botanist of Richmond Hill, L. I., was recently given a hearing on the charge of practicing medicine without a diploma. He is 63 years old and well known in Queens County. Dr. David Myerle, the secretary of the Kings County Medical Society, obtained the warrant. The medical society learned a few weeks ago that Edisan was carrying on an extensive medical practice. Among his patients was the wife of Hugh L. Clark, of 276 Lincoln avenue. Mrs. Clark was taken ill early in August and the botanist was recommended to her husband as a doctor. Mrs. Clark seemed to grow worse under Edisan's treatment and his services were dispensed with. Clark furnished Dr. Myerle with an affidavit of Edisan's treatment, and on the strength of it the arrest followed.

The following statement regarding the storing of explosives in Brooklyn was made by Assistant Inspector Wm. A. Hervey, of the Bureau of Combustibles, after the explosion in the Tarrant Building: "Such an explosion is impossible in Brooklyn. There are between 450 and 500 retail drug stores in Brooklyn, and to insure public safety we have drawn the line upon explosives much more closely than is laid down in the charter. Our list for drug stores is as follows: Collodion, 5 pounds; ether, 10 pounds; phosphorus, 8 ounces; nitrate of soda, 1 pound; chlorate of potash, 25 pounds; saltpeter, 25 pounds; muriatic acid, 1 carboy; sulphuric acid, 1 carboy; nitric acid, 1 carboy; turpentine, 10 gallons; benzine, 5 gallons; alcohol, 10 gallons. At least once a month the drug stores are inspected to insure the keeping of the law. We also keep ourselves well posted on the quantities of the different acids held in stock by the manufacturers."

George J. Seabury, President of the Drug, Paint, Oil and Chemical Campaign Association, which is composed of over 8,000 enrolled members, has had affixed to the bottom of the association banner in Malden lane, which banner has been hung by them in three successful Presidential elections, the following sentiments painted in gold letters on a dark blue background:

GREAT TRIUMPH OF PATRIOTISM,
CONTINUOUS PROSPERITY AND HON-
EST MONEY.

WE CONGRATULATE OUR COUNTRY-
MEN.

YOURS TRULY,

DRUG, PAINT, OIL AND CHEMICAL
CAMPAIGN ASSOCIATION.

A startling find was made a few days ago in a cellar under the drug store formerly occupied by the late Dr. Thomas Holmes, of

Marcy avenue and Broadway, Brooklyn. Workmen cleaning out the cellar discovered the skeleton of a young girl, minus the lower limbs. It was uncovered and hidden behind several packing cases. The information obtained by the police leads to the belief that Dr. Holmes, just before he died, had almost solved a most important theory that he was working upon and if he had lived would probably have perpetuated his name with a patent fluid for petrifying human bodies. It seems that about eighteen months ago the doctor used the cellar as a laboratory, where he made constant experiments upon a secret formula which he claimed would in the end enable him to preserve bodies for an indefinite time and more completely than had ever been done before. The skeleton is believed to have been experimented upon.

DEATH OF DR. MORETON.

The demise of Dr. Henry Moreton, which occurred on October 20, removed a picturesque figure from metropolitan life. Dr. Moreton had been a physician, a druggist, and a resident of the fourteenth ward of the city for almost three-quarters of a century. He was 93 years old, a native of England, and spoke with fluency French, German and Italian. He was an authority on medical and other scientific subjects. Seventy-two years ago he graduated with the degree of doctor of medicine from a college in Paris and soon afterward came to this city with his brother, who was also a doctor.

They opened a little drug store and an office at the corner of Elm and Grand Streets, and never left that neighborhood. For 60 years they occupied the Grand Street establishment, and then moved a few doors away. His brother died ten years ago, and the doctor moved into the drug store at 238 Centre Street, where he was found dead. His constant companion, a big gray cat named Tom, stood alongside the chair into which he had fallen for his final sleep.

August Trenkman, a merchant doing business at 403 Broome Street, was one of the doctor's best friends, and aided him materially with substantial sums of money, and, at times, with food, when the old man's finances were low. Mr. Trenkman said:

"The doctor was one of the oddest characters in the city. He was a fine physician, and at one time had among his patients some of the wealthiest and best known persons in this city."

"He had an income of \$260 a year, which he received quarterly, through Brown Brothers & Co., bankers. This money came from relatives in England. The doctor was secretive about his family affairs, and never told any one particulars about this allowance."

"His father was a surgeon in the English Navy, and left him a complete set of surgical instruments, used nearly 150 years ago. Dr. Moreton often employed these old lances and saws in his own practice, and treasured them in his heart."

"Some of the drugs in his place he brought from Paris with him, more than 70 years ago, and the furniture in his old store was more than 100 years old."

G. N. Y. P. S.

Hold a Business Meeting at Which Many Matters of Importance Are Discussed.

A regular meeting of the Greater New York Pharmaceutical Society was held October 19, at the Imperial Lyceum, Third Avenue corner Fifty-fifth street, with sixty-eight members present.

In calling the meeting to order President A. L. Goldwater expressed satisfaction at the large attendance, at the substantial progress made by the society and at the gratifying increase in membership and prestige. Owing to the large amount of new business before the meeting the reading of the scientific paper of the evening was laid over till the next meeting. Thirty-one new applicants, who were favorably reported on by the Membership Committee, were then unanimously elected.

For the Legislative Committee Mr. Furman first made a formal report, which he followed by an eloquent and logical address in which he pointed out the hypocrisy and inequity of the pres-

ent onerous "war tax" on pharmaceutical and proprietary preparations. His remarks were well received and others followed in the same vein. The report of the committee was received and endorsed, and the committee authorized to draw up suitable resolutions and to co-operate with the New York Board of Trade and Transportation in its efforts to obtain legislative relief for the drug trade from this unjust burden.

A beautiful sketch of the new Membership Certificate was presented by Mr. Caan, and he was authorized to procure 300 engraved certificates before the next meeting.

Upon motion of Guy Currie it was decided to furnish the certificates to members, with their names engrossed at the price of one dollar, and the secretary was instructed to notify the members accordingly.

In the absence of Mr. Stevenson the report of the Committee on Procuring Epitomes of the National Formulary was presented by Mr. Todd. He reported that they had purchased one hundred copies of the Epitome at ten cents apiece, and that one thousand copies could be purchased at nine cents. Upon motion it was agreed to present each member present with one copy, and it was agreed to furnish any of the members with as many copies as they desired at nine cents apiece. Upon motion of Mr. Dallin it was agreed to have the name of the G. N. Y. P. S. printed on the outside cover of the Epitome.

Upon motion of Mr. Webster it was agreed to notify all pharmacists through the pharmaceutical journals that any pharmacist in this city would be furnished with as many copies as they desired, at the price of ten cents each. The secretary was instructed to notify the various journals of the above action.

Dr. Wm J. Robinson, delegate to the New York State Pharmaceutical Association made very careful and encouraging report of the doings of the N. Y. S. P. A., and also made some very interesting remarks on general pharmaceutical matters, which was warmly received.

The secretary read the names of twelve new applicants for membership, which were referred to the committee of membership for investigation. The president stated that he had been in communication for the past two weeks with the National Association of Retail Druggists, and suggested that the society take steps to co-operate with the association. He explained in detail the advantages and practicability of the N. A. R. D. plan. After considerable discussion upon motion the president appointed a committee of four, consisting of Messrs. Kantor, Garfield, Caan and Wolf, to make further inquiries and report to the society at the next meeting. Upon motion of Mr. Weil the president, A. L. Goldwater, was made chairman of this committee.

Mr. Garfield suggested that we appoint a committee to confer with the East Side Retail Druggists' Association with the object in view of co-operating in various matters. After considerable discussion it was put in the form of a motion and unanimously carried. The president therefore appointed Messrs. Garfield and Steindler as a committee to act with him.

After discussing matters of minor importance the meeting was then declared adjourned.

WESTERN NEW YORK.

Encouraging Trade Outlook.

PAN-AMERICAN EXPOSITION EXPECTED TO HELP BUSINESS.

N. A. R. D. Movement Progressing.

Buffalo, November 8.—The Buffalo druggists are much encouraged over the steady though slow improvement in business. Each month, as a rule, shows an increase of sales, and is always better than the same month of the previous year. While it may never happen that the old easy profits return to the business, it is felt that the prospect of being driven out of business, so threatening for a considerable time back, is becoming more remote. To the general improvement is now added the certainty of doing a rushing business during the Pan-American season next year, which now has all the promise of a great run, so many and valuable will the attractions be. It is reflected that the druggist sells much more of other things than of medicines, and it is these rather than dosings that the traveler is in need of. Not a few city druggists report a fine October and still better business this month.

Erie County Will Adopt the Ohio Method.

The line up against the cutter of drugs and medicines has been made by the Erie County Pharmaceutical Association. On October 31, in Union Hall, a mass meeting was held as a preliminary step to find how many of the members of the trade were in the movement. As over 100 druggists attended it was felt that there was plenty of support to the undertaking, and the work was at once outlined. As a matter of obtaining all possible information and encouragement the attendance of Messrs. Garber, of Pittsburg, and Hopp, of Cleveland, had been secured, as these men had been connected with successful movements of the sort in their own sections. Both made stirring and valuable addresses, giving their experience in the organization of such movements. Remarks were also made by Messrs. Smither, Gregory, Lockie, Dimond, Klenze and others, and a committee with Dr. Gregory as chairman was appointed to prepare a plan of reorganization of the association on the basis of that adopted some time ago by the association of Northern Ohio, which is claimed to be effective. The plan includes the contribution of a dollar a month to the funds of the association instead of a dollar a year, as now, and the appointment of a collector and supervisor of the plan. He will find whether any member of the trade cuts the agreed price, and when such are discovered an appeal will be made to the jobber or manufacturer through the National Association. As there was not a dissenting voice or vote in the meeting it is felt that there is plenty of the right sort of backing to the undertaking. It is believed that the plan is far reaching enough to assure the cutting off of all persistent price cutters. As soon as the committee has revised the by-laws another meeting of the association will be called.

The Conference of the New State Board.

The conference of the members of the new State Board of Pharmacy that is to take place in New York on the 15th will probably be followed by a third, and as one has already been held in the Eastern part of the State it is expected that the third one will take place in Buffalo in December. It is possible, though, that none will be held. A difference of opinion exists as to the time of drawing lots for length of term. The New York members construe the law as making it a part of the election, so they have drawn for term, but the others do not so hold and so will not draw till the official meeting in January. It is denied with emphasis that there is any agreement or other understanding as to who are to be the officers of the board, though it would be a total disregard of the talent of the average American citizen as a politician to suppose that there is not a slate in existence somewhere and possibly more than one.

College Notes.

The Buffalo College of Pharmacy begins the year with exactly the same number of entering students in the regular class as last year, 99. There are besides a number of special students, some of them post graduates, working for a second degree. There is in general no change in the curriculum or management. As the class rushes are now all over without serious results and as the College of Pharmacy gets together too late to take a very active part in the football scrimmages, it is felt that the worst part of the year is safely past.

The junior class of the Buffalo College of Pharmacy has elected the following officers: President, Charles Brown, Horseheads; vice-president, Bertrand D. Banker, Genoa; secretary, Nettie I. Sheridan, Olean; treasurer, Eleanor Lytle, Buffalo; Executive Board, H. G. Wright, Syracuse, chairman; President Brown, Vice-President Banker, Harry B. Ecker, Corry, Pa.

H. A. Sloan, a leading downtown pharmacist, of Buffalo, is showing people how to make the most of a little space, and is enlarging his store and adding a skylight to the new part.

The Erie County Board of Pharmacy this month granted an assistant's license to W. A. Armitage, who is with J. A. Lockie. Quite a large list was examined, to be passed on at the second November meeting.

BUFFALO NEWS NOTES.

The death is announced of Byron H. Bacon, a well-known proprietary medicine manufacturer of Rochester.

P. B. Wait has purchased the interest of the other stockholders of the Langham Medicine Co. at Le Roy, and will hereafter conduct the business alone.

The Westside Pharmacy Co., of Catskill, has been incorporated with a capital of \$5,000. Thomas E. Ferrier, David M. Post and F. C. Thompson are the directors.

The first meeting of the All-State Board of Pharmacy was held at the Albany College of Pharmacy recently. The meeting was called for the purpose of discussing informally rules for government of the board, form of certificates, etc.

The paint, oil and chemical business of George E. Laverack, of Buffalo, has passed into the hands of a new firm, Towns & Wright. They will occupy the same store as their predecessor. The wholesale grocery and drug lines carried on by Mr. Laverack will be discontinued and the entire store given up to the other lines.

MASSACHUSETTS.

Changes in Personnel of American Soda Fountain Co.

STATE BOARD EXAMINES DRUGS.

Julius Garst Wins a Suit.

Boston, November 8.—Daniel J. Puffer has resigned as a director, and with Luther Puffer has withdrawn from the active management of the American Soda Fountain Co. The active management and supervision of manufacturing at the Boston factory has devolved upon Leonard Tufts, whose ability and knowledge of the business especially well fit him for the position. The A. D. Puffer & Sons business will continue to receive the most careful attention at the Boston factory, 278-288 Congress street, and is not affected by the withdrawal.

High Percentage of Adulterated Drugs in Boston.

The State Board of Health recently issued its summary of results for August. Drugs were examined to the number of 75, and 40 of these were found to vary from the legal standard. The samples found to be adulterated were cloves, distilled water, extract of licorice, glycerin, grape juice, lemon juice, oil of lemon, olive oil, pepper, precipitated sulphur, spirits of nitrous ether, tannic acid, tincture of iodine and water of ammonia.

The Phenyo-Caffein Plan Upheld by the Supreme Court of Massachusetts.

A case of much importance to druggists has recently been decided by the full bench of the Supreme Court. It is the action of Julius Garst against Frank M. Harris, Ph.G., both of Worcester. The Court holds that an agreement not to sell a proprietary medicine purchased by the defendant of the plaintiff below a stipulated price is valid and not unlawful as a contract in restraint of trade. This was an action of contract to recover \$21 liquidated damages for a breach of the defendant of such agreement, the defendant having sold goods so bought of the plaintiff below the price stipulated.

A Handsome New Store.

Bahan & Maloney recently opened a handsome store at Amesbury. The store is 35 x 20 feet, and has a mosaic floor. The glass front is very attractive and is of especial design. Inside the store on the right are two showcases six feet long by four feet high. The first case is for candy and the second for perfumes. Between these cases is an apartment for sponges. Five oval showcases follow. These display hair brushes, rubber goods and mineral waters. Nine upright sections for patent medicines are also on this side. The prescription case is in the rear. Underneath the case are oval front showcases for displaying goods. The first thing on the left of the store is the soda fountain. This is an elaborate affair and includes all the up to date designs for cooling drinks and rapid handling of customers. Handsome mirrors are near the fountain, and the balance of this side of the store is devoted to tinctures and the like. The fixtures are Colonial style, painted white. The

walls are buff and the ceiling is of steel. At night the store is lighted by three handsome gas and electric light chandeliers and the windows are lighted by electricity. In the rear of the prescription case is a laboratory 40 x 20. The basement furnishings include a patent automatic machine for charging soda tanks. The goods have been tastily displayed by Thomas J. Donovan, the prescription clerk.

Ayer Co.'s New Manager.

The recent election of Dr. Charles H. Stowell to be the general manager and treasurer of the J. C. Ayer Co., Lowell, Mass., in place of Alfred E. Rose, who has resigned, is regarded as one of the wisest moves the directors have ever made.

Dr. Stowell is between forty-five and fifty years of age, and received his literary education at old Genesee College, now known as Syracuse University. He was graduated from the medical department of the University of Michigan in 1872, and, after practicing medicine for three years in Syracuse, N. Y., was recalled to his alma mater to fill a professorship, where he remained for thirteen years. During this time Dr. Stowell held three professorships, one each in the medical, literary, and law departments. In 1888 he resigned these positions to engage in the practice of a specialty in Washington, D. C.

During all these years Dr. Stowell has been writing a number of books, until now he has ten or twelve on the market, devoted to physiology, microscopy and pathology. These books have been extensively used as text-books. Probably Dr. Stowell's best-known books are comprised in the "Health Series" on physiology. There are five and some of them had a very large sale, one reaching to over a quarter of a million copies.

For some years before going to Lowell, where he has been active in religious work, Dr. Stowell has been especially concerned in writing literature for proprietary medicine houses and in doing other work allied to this.

He is most approachable in every way, and members of the newspaper fraternity find that they always feel better after calling upon him.

Praise for the N. A. R. D.

C. P. Flynn, of this city, who was prominently identified with the organization of retailers undertaken here a few years ago, expresses himself as much gratified over the success of the National Association of Retail Druggists. "The extent of the organization thus far accomplished," said he, "is certainly wonderful and highly creditable. The association is worthy of any good words that may be said of it, and I am happy to extend my best wishes for all the success that its faithful officers are striving for."

"This matter of cutting never, of course, ought to have been allowed to make headway. Some of the proprietors and jobbers encouraged its development, and I do not think they are any the better off for it. Certainly the failure of ten cut-rate firms in Boston the last two years is not a very pretty object lesson. One of these cutters was referred to by a jobber as being 'smart,' etc., and if some of these other druggists would get a similar hustle on,"

etc. The jobber afterward settled with this 'smart' cutter for ten per cent., I believe. The 'smartness' of so-called cutters consisted in being simply ruthless and tricky. They fattened at the expense of some reputable druggists, and were able to do this by the aid of 'plunging' methods (and subsequent compromise with creditors) in some cases, or by the aid of syndicated capital in other cases."

PENNSYLVANIA.

Proceeding Against Pharmacists Who Fail to Display Receipt Certificates.

PHILADELPHIA DRUGGISTS GREATLY STIRRED UP.

Favoritism Charged.

Philadelphia, November 9.—The retail druggists in this city are considerably exercised over the recent action of the State Board in serving summonses on a number of druggists for them to show cause why they should not be fined for neglect to exhibit in view of customers their receipts for the payment of the State registration fee, as required by an act of Assembly approved in 1895. The penalty for such neglect is a ten-dollar fine, the entire amount of which goes to the Examining Board. In addition to this fine the druggists convicted will be required to pay the Magistrate's costs of \$2.50 each. This action has stirred up the whole drug trade of this city, and many uncomplimentary remarks are being made against the board. It is contended that favoritism was shown, as a number of druggists were notified to have their registration receipts on exhibit prior to the visit of the board's detectives.

As stated in the AMERICAN DRUGGIST several weeks ago, the detectives have been visiting many of the drug stores in this city. The druggists, however, claim they were never aware of the law, and as there is no notice in the receipts stating that they must be exhibited very few druggists had complied with this feature of the law.

National Association Defends Indicted Druggists.

As soon as it became known that summonses had been served on these druggists the local branch of the National Association of Retail Druggists took the matter up and employed counsel to defend them. At the hearing before Magistrate Cunningham on October 30 there was a large crowd of druggists present, and the Retail Druggists' Association's lawyers caused the representatives of the Board of Pharmacy considerable trouble. These lawyers took no active part at first, but when five of the druggists had been tried and fined and two announced that they would carry their case to Court, Counsel John H. Fow appeared, and on appeal had the cases halted and postponed for another day, after the election, and the next hearing has been set for November 12.

Eighty druggists had been summoned to appear before the Magistrate. The evidence against them was given by T.

F. Carroll and F. J. Sponseller, both detectives, employed by J. B. Perkins, of Pittsburgh, who was engaged by the State Board to secure evidence.

Hearing Adjourned Till Nov. 12.

As each of the seven cases was heard the detectives testified they had, on different occasions, visited the drug stores of the accused men. Not once, they said, did they see the State receipt displayed by the druggists, and when they made known their authority and asked to see the receipt the druggists had to get it from a shelf, a door, or a desk. In defense the druggists said they did not know the law required them to frame and expose the receipt in a conspicuous place, and they paid their fine reluctantly. The five druggists who paid their fine and costs were: J. G. Long, Eleventh and Berks streets; H. McNeed, Tulip and Huntingdon streets; A. Hock, 543 East Thompson street; H. C. Clapran, 2048 Emerald street, and L. Holzbauer, 2300 East York street. When the cases of L. Von Catzhausen, southwest corner Coral and York streets, and Frederick Hertel, 2683 Frankford Avenue, were called both announced that they intended to take an appeal. Just at this point, while Mr. Hertel was denouncing the prosecution as outrageous, Mr. Fow arrived. He questioned Mr. Stewart's right to conduct the prosecution. Mr. Wallace, counsel for the Association of Retail Druggists, also demanded to see the credentials of Messrs. Carroll and Sponseller as special agents of the State Board. The detectives had their credentials, but Mr. Stewart had not with him a warrant of attorney from Attorney-General Elkin. After some discussion the Magistrate adjourned further hearing until November 12.

Admits Stirring Up a Hornet's Nest.

On October 30 W. L. Cliffe, William McIntyre, Walter A. Rumsey, J. O. Perry and A. Hock, a committee appointed by the local branch of the N. A. R. D., visited Harrisburg and had a conference with the President, Louis Emanuel, and Secretary, Charles T. George, of the State Board. The meeting was a hot one, and no doubt President Emanuel was forced to realize that he had stirred up a hornet's nest, and the throwing of the boomerang would result in greater havoc to the members of the board. It was shown to him that the law had been a dead one, and had never been enforced. Mr. Emanuel then asked what should be done, and asked the delegation to draw up a resolution, which was done and which was as follows:

"In regard to the prosecutions pending in Philadelphia, we respectfully ask for the withdrawal of all suits where there has been no violation of the law, except in the non-posting of renewal receipts."

Protest by the Philadelphia Retail Association.

It was stated by a member of the delegation that both Mr. Emanuel and Mr. George agreed to this resolution, and they said that while they could not act upon it themselves they would present it to a full meeting of the board with a favorable recommendation. Up to the writing of this letter the board has not met, but the chairman of the committee has received word from President Emanuel that the druggists

of this city will have no reason to complain of the action of the board. On November 2 the popular monthly meeting of the Philadelphia branch of the National Association of Retail Druggists was held, and it proved to be the largest attended and most interesting meeting that has been held at the Philadelphia College of Pharmacy for many a day. The retail druggists were out for blood, and they handled the members of the State Pharmacy Board without gloves. They all protested against the action taken by the board, and numerous addresses were made by the druggists, claiming that they did not know they were disobeying the law until the warrants were served upon them. The Executive Committee of the Retail Druggists' Association reported that the board had declared its intention of discontinuing the prosecutions wherever it could be shown that the defendants were not aware that the law required both a certificate of registration and the record of renewal to be conspicuously exposed.

CINCINNATI NEWS NOTES.

Ashley Lloyd will soon retire from baseball.

John Keeshan expects to retire from business in the near future.

Dr. T. R. Weed has opened a drug store at Clark Street and Freeman Avenue.

Winkler's pharmacy is a new establishment at Williamstown, Ky. The proprietor is a popular man.

Only three local druggists now display the cut rate sign in front of their places of business.

The next meeting of the Ohio State Pharmaceutical Association will be held at Dayton in June.

John Ford, the prescription clerk in the employ of J. W. Miller, of Dayton, was here recently.

Mrs. S. J. Rees, who died recently at Georgetown, Ohio, was once engaged in the drug business at South Charleston.

James T. Beaver, of Waverly, was recently in the East on an extended trip, combining business with pleasure.

The pharmacy of the late J. E. Wents at Dayton has been purchased by M. L. Cockrell. The store will be remodeled.

F. W. Gibson, the clever Amesville pharmacist, was a visitor to the Queen City recently, combining business with pleasure.

Mrs. Mollie Nixon, of New Lexington, has returned to her home from Atlantic City and other Eastern places. Her trip benefited her.

W. F. Harper, the clever druggist of Jamestown, has returned from an extended trip among relatives in Indiana. He enjoyed the journey.

Dr. H. A. Barnhart, of Tiffin, Ohio, has assigned to J. W. Leahy. The assets are said to be about \$2,000 and the liabilities unknown. Several persons are contemplating purchasing the stock and fixtures.

"Verny" Squier, the well-known Hillsboro pharmacist, has been elected treasurer of Highland County. Mr. Squier is one of the best known and most popular men in Southern Ohio. No wonder he succeeds.

Bernard Kalthe, a clever young pharmaceutical chemist, who was lately with Crain & Co., of Springfield, is now managing the prosperous pharmacy of B. F. Stone at Chillicothe. No better man could have been secured.

Frank Templin has gone back home and will peddle pills, potions and plasters with Ad. Backhouse at Springfield. Templin was recently in business with W. P. Jenkins at Dayton. He is a most popular young pharmacist.

Warning's Parlor Pharmacy is the title of the new "pill foundry" at Blanchester. According to all accounts the store is fitted up in an ideal manner and is enjoying a prosperous business. Mr. Warning is a clever pharmacist.

MICHIGAN.

Detroit Adopts a Price Schedule.

AGREEMENT WENT INTO EFFECT NOV. 1.

Parks, Davis & Co. Entertain the Drug Clerks of Detroit.

Detroit, November 5.—Business in all lines has been rather quiet than otherwise. The unseasonable warm weather still continues—with prospect of a frost after election.

The event of the last two weeks has been the final adoption of a price schedule, which for the first time in nearly ten years unites every druggist and department store on one definite agreement as to prices. Messrs. Burke and Walker, of the special committee, deserve a good deal of credit for the work accomplished. To be sure, the prices agreed upon are not very high, but it is an opening through which better things will come. The agreement is simply a promise not to sell a certain named list of patents at a price less than that named in the agreement. There are over a hundred articles mentioned, and the raise is on an average about 10 per cent. above the previous down town prices and on a level with the prices obtained by the outside men. A good deal of kicking was indulged in by the outside men, as they expected to get a larger raise than the one actually obtained, forgetting that they can now boost their prices up an extra 10 per cent. and lose no trade by it, as the difference is not worth the carfare. As a rule every one is satisfied now that it is in operation; the only criticism heard is that several articles are left below the usual wholesale price, but this will be corrected in the next list.

The meeting of the Detroit and Wayne County Association on October 19 resulted in a disagreement as to the plan to be followed, but finally placed the matter in the hands of a committee consisting of W. H. Burke, A. L. Walker, F. A. Cooke, B. M. Patterson and W. H. Hall. This committee completed their work on October 25 and their action was at once ratified by the association, so that the agreement went into effect on November 1. Since then all of Roger & Gallet goods have been added to the list.

The Drug Clerks' Trip to P., D. & Co.'s Laboratories.

About 75 of the drug clerks accepted the P., D. & Co. invitation to inspect their laboratories recently. A highly delightful and instructive time was spent by all. The boys were taken out on a special car, and after the tour of inspection were treated to a fine luncheon, which, however, did not last long. An exhibition of the efficiency of the fire department closed the programme. Upon returning down town a lively call was made on the Michigan Drug Co. and Ferrand, Williams & Clark.

Enterprise of the Michigan Drug Co.

The Michigan Drug Co., agreeable to their custom, invited the retail druggists and their clerks to call at their office and hear the election returns. A special ticker brought in the news and a light lunch varied the programme.

ILLINOIS.

A Drug Club for Chicago.

A DINNER ARRANGED FOR NOVEMBER 25.

Leading Drug Trade Representatives of Chicago in the Movement.

Chicago, November 6.—A new organization called the Chicago Drug Trade Club is in progress of formation, and the promoters are receiving so many promises of support that they feel certain of success. The lack of some central point at which those whose interests are connected with the drug trade might meet has been evident for a long time, and it is thought that the new club will facilitate business and add to the social enjoyment of the members. The club will be at 77 Randolph Street, between State and Dearborn streets. It is to be on the third floor, over Thompson's restaurant, and will be supplied with an elevator. There will be a kitchen on the third floor and a dumb waiter connecting it with the restaurant. At any time from 10 o'clock until 4 members can drop in for lunch, or to read any of the leading drug or medical journals or the daily papers, all of which will be kept on file. There will be two bowling alleys and pool tables close at hand. A telephone is to be put in and a register is to be kept in which all visiting buyers will be asked to write their names and addresses. In addition to its social features the club is being organized to promote the interests of the drug trade. No initiation fee will be required of the first 100 members, and it is thought that the club will start with 70.

A dinner at \$1 a plate will be served in the club parlors November 25; a smoker, at which an entertaining musical programme will be rendered, will follow. This dinner, to which 125 invitations have been issued, will be made the occasion for laying the proposition of organizing a club before all who are interested.

These are the promoters of the club: Charles E. Matthews, Frank Hereth, H. A. Antrim, John F. Matthes, S. H. Gunder, Romaine Pierson, Harry Howland, Ed F. Mallory, E. H. Buehler, Henry Beck, of Dodge & Olcott; Henry Holland, of Stallman & Fulton; L. A. Becker; Chas. M. Phelps, of London-derry Lithia Spring Water Co. In the club's membership will be representatives of Eastern houses, wholesalers, managers of departments and representatives of foreign houses.

Swindler Offers Position in Imaginary Asylum.

Druggists of Chicago are anxious that Eastern men in the drug business should be warned to beware of a swindler who had already found four victims. His plan is to get Eastern druggists here on promises of a lucrative position with an insane asylum supposed to exist at Blue Island, and then fleece them. The man's name is Dr. Joseph Schmitz, and among his victims so far are: Dr. Theodore Kraemer, formerly of 152 Eldridge Street, New York; William Manzer, Henry Reuder and Gustave Hasachman. Schmitz wrote to these men offering them the position of head pharmacist at the imaginary insane asylum, the salary being \$1,500

a year. When they reached Chicago Schmitz asked them to loan him what money they had and disappeared, leaving them stranded. Schmitz operated here four years ago, but fled to escape arrest on forgery charges.

DRUG NEWS OF CHICAGO.

Trall & Cooling will open a new store, December 1, in the aristocratic suburb of Austin.

J. P. Taylor, of J. P. Taylor & Co., Louisville, is in town placing orders with wholesale houses.

The Chicago College of Pharmacy has started in the year with 20 per cent. more students than it ever had before.

At the last meeting of the Chicago Drug Trade Bowling Club, J. H. Odbert won the high average medal for the week and John Blocki won the improvement medal.

The Chicago Telephone Company is putting in nickel-in-the-slot telephones, but as the party system is used the druggists say that there probably will be little change in the present system.

A Chicago daily paper recently contained the following: "Wholesale druggists declare that they want pure drugs, and as the people want the same thing, perhaps the druggists will explain who is holding them back."

Dick Miller, president of the Owl Drug Company, of San Francisco, Los Angeles and Oakland, has been in Chicago for two weeks looking over drug stores and getting pointers for his places of business in the far western cities.

The Chicago Apothecaries' Association is to meet soon to take appropriate action regarding the death of Dr. E. R. Squibb, of Brooklyn. The Executive Committee of the Illinois Pharmaceutical Association will also take action.

During a recent cable car smash-up in State Street, four of the injured were carried into the Public Drug Store, where they were cared for by the trained nurse who is always in the store. This nurse sells the rubber goods and at the same time is ready to act in emergency cases.

Chladek Brothers, at Sixty-third Street and Cottage Grove Avenue, have engaged an experienced window dresser, whose work is attracting considerable attention in the neighborhood. These displays are changed weekly and show an unusual amount of enterprise on the part of the owners. At present a display of frogs occupies the windows.

Publication of "Stringtown on the Pike."

The first copy of Prof. John Uri Lloyd's absorbing story, "Stringtown on the Pike," has just come from the press. In appearance the book is a marvel of typographical neatness and beauty. The cover is as unique as it is beautiful. The book is bound in dark cloth of coarse texture and on the outside cover is a small photograph in platinum effect of the scene where the interest of the story is centered at "Stringtown." The photograph shows a long vista of Kentucky turnpike, lined on either side by rambling, disjointed fences, with a weather-beaten building in the foreground. The photograph forms a portion of the cover of each book. The illustrative effects are especially well done. Chief of these is the character sketch of "Susie," the heroine of the story, drawn by Corinne Caldwell Trimble:

She was as bright as a wild red rose;
She was as fair as the lily that grows
In Palestine.

The other illustrations are half-tone reproductions from Kentucky photographic scenes by Mrs. Lloyd. All are characteristic and thoroughly in keeping with the other artistic features of the book, which promises to outsell "Etidorpha." The type is clear and distinct and few handsomer books have come from the presses in recent years.

MISSOURI

Paint Men Meet.

AN ALUMNI LECTURE.

Death of Julius Fahlen.

St. Louis, November 7.—The annual meeting of the St. Louis Paint, Oil and Drug Club was held at the Mercantile Club on the night of October 18. It was decided to hold meetings on the third Thursday of each month throughout the winter. There was considerable discussion of trade topics and the meeting closed with an elegant spread. The following officers were elected for the year: President, W. H. Gregg, Jr.; vice-president, Geo. R. Merrell; secretary, J. O. Venable; treasurer, F. Westerbeck; directors, W. H. Baker, C. W. Blow, D. P. Daugherty, A. A. Ebersson and M. H. Stearns.

An Alumni Lecture.

The Alumni Association of the St. Louis College of Pharmacy gave a smoker at the college building on Tuesday evening, October 16. Dr. H. Printz delivered a lecture entitled "Story of an Old Tooth." The lecture was very interesting and instructive. Following this there were short addresses by Dr. J. C. Falk, Prof. Francis Hemm, Chas. Gletner, Wm. C. Bolm, Chas. Lips, Dr. O. A. Wall, Jr., and H. F. Hassebrock. They all spoke on topics bearing on the profession, associations, etc. This was probably the largest turnout that they have ever had at a scientific lecture.

Death of Julius Fahlen.

The following resolutions in respect to the memory of the late Julius Fahlen were passed at the last meeting of the St. Louis College of Pharmacy:

Whereas, It has pleased God to remove by death from our midst Julius Fahlen, our fellow member in the St. Louis College of Pharmacy; therefore, be it resolved, by the officers, board of trustees and the faculty: In the death of Mr. Fahlen we have lost one of our most honored and valuable members, the pharmaceutical profession one of its most noble representatives, and our city one of its best citizens.

Be it furthermore resolved, That we extend to his bereaved family our heartfelt sympathy, and that these resolutions, with a brief sketch of his life, be spread upon the minutes of the board of trustees of this college, a copy of same be sent to the pharmaceutical journals, and also that an engrossed copy of these resolutions be sent to the family of the deceased.

The Missouri Board.

The Board of Pharmacy for Missouri held a meeting in St. Louis Monday, October 8. The following were the successful candidates:

W. S. Barnickel, W. Bueneman, R. M. Crook, C. O. Gill, R. F. Guedeman, J. Hicks, A. F. Klusmeyer, W. J. Pfeffer, G. P. Palliam, W. E. Reed, J. W. Risk, of St. Louis; A. E. Bauman, Washington, Mo.; D. R. Brown, Memphis, Mo.; J. F. Dennis, Spickard, Mo.; J. Hinds, Narborn, Mo.; W. W. Johnson, Doniphan, Mo.; F. M. Nash, Clinton, Mo.; D. H. Palmer, Lewistown, Mo.; E. W. Rentfro, Rayville, Mo.; C. C. Reynolds, Springfield, Mo.; W. P. Smith, Troy, Mo.; J. B. Thurston, Versailles, Mo.

St. Lou's News Notes.

Wm. Whittier has purchased the old Ryan Pharmacy at 3442 N. Ninth Street.

Heller & Duncan are opening a new drug store at Ninth and St. Clair streets, East St. Louis.

Geo. Karach, a south side relief clerk, was quietly married on October 30 to Miss Anna Schimpf.

Louis Stalle has purchased the L. F. Able Pharmacy at Marcus and Spaulding avenues. Mr. Able will go West for his health.

The St. Louis Drug Clerks' Society will give a ball at Pickwick Hall, Jefferson and Washington avenues, on November 15.

Otto Trauble, the good-natured druggist at Jefferson and Chateau avenues, is away on a hunting and fishing trip at Winfield, Mo.

F. C. Christman expects to have his handsome new drug store at Vandaveater and Washington avenues open by the 15th inst.

Joseph Kurka, druggist, at Seventh Street and Geyer Avenue, is receiving congratulations over the arrival of a son and heir in his family.

John Bonewitz, a recent graduate of the St. Louis College of Pharmacy, has been appointed lecturer on osteology at the Barnes Medical College.

W. C. Lieser, from Illinois, has purchased the drug store at Eads and Nebraska avenues from the administrator of the estate of the late Barth Kissel.

W. R. Fritts has been placed in charge of the Barnes Medical College Drug Store. They furnish all medicine free of charge to patients of the clinic.

J. B. Hicks is now proprietor of the drug store at Boyle Avenue and Old Manchester Road. He has been chief clerk at this stand for some time past.

F. C. Euler, a former north side drug clerk, has come in possession of the drug store at Broadway and O'Fallon Street, formerly owned by Drs. Wudwig and M. Lloyd.

The new prospectus of the Alumni Association of the St. Louis College of Pharmacy will soon be ready for distribution. This is the first one published in many years.

Any one desiring information as to the status of quail hunting down around Bon Terre, Mo., would do well to call upon Mr. J. F. Hassebrock, High and Wash streets.

I. Reinholdt has purchased the drug stores at Vandaveater and Washington avenues and Lee and Prairie avenues, the proprietors of which recently went into voluntary bankruptcy.

August Barth, a prominent young druggist of North Alton, and Miss Louise K. Schaub were quietly married in this city on October 23. Their many friends were not aware of the affair until it was all over.

Dr. F. J. Minich, the popular city desk man of the J. S. Merrell Drug Co., is at his post once more after the first vacation he has taken in six years. He visited Chicago, New York and other prominent cities.

B. H. Plumpe, the popular young druggist at 8200 N. Broadway, has organized a coon hunting company, and they are making good use of these moonlight nights, while the coon is rapidly becoming extinct up around the Chain of Rocks.

Hector Labadie, a prominent wholesale druggist of the City of Mexico, recently spent a few days in this city on his way to Europe. He says this city is one of their leading supply stations. He also stated that the sale of American patent and proprietary remedies is rapidly increasing in that country.

A picked team of druggist bowlers has been entered in the Commercial Cocked Hat League, which will give an opportunity to see how the bowling of the druggists compares with those of other professions. The line up of the team is as follows: A. G. Enderle, B. C. Niemann, W. F. Neu, Wm. Kahre, H. G. Brenner and A. Davis.

The Omega Phi Society of the St. Louis College of Pharmacy has been reorganized for the winter. It is a quiz society among the senior students. The officers for the year are as follows: President, W. P. Forbes, Missouri; vice-president, J. J. Mueller, Missouri; secretary, I. O. Sewall, Texas; treasurer, E. H. Polley, Nebraska; sergeant-at-arms, E. L. Dyre, Texas.

Max Schneider, formerly of the firm of Schneider & Grewe, died at his home in this city on October 9. He was one of the leading young pharmacists of the city, but had been in poor health about a year. He went to Colorado a few weeks before his death, but tuberculosis had made too great inroads upon his health and he returned to spend the last few days of his life with relatives and friends.

Drummerdom.

Contributions for this column are invited. For available articles dealing with the news of traveling salesmen payment will be made.

Our Portrait Gallery.



R. W. WRIGHT.

One of the most popular drug salesmen on the road to-day is S. W. Wright, general representative of Nelson Baker & Co., of Detroit, a fairly good representation of whose smiling features is here reproduced. Mr. Wright has the happy faculty of making friends among the retailers without seeming effort, and as he has always been connected with leading houses of the trade, orders invariably follow his visits. It is under Mr. Wright's able direction that all of Nelson Baker & Co.'s salesmen conduct their operations, while he also looks after the jobbing trade of the West, and sees to it that the volume of orders is always in the ascending scale.

BOSTON William R. Degan was a recent newcomer to this city. He represented Huneke Bros., of New York City, and showed a superior line of chamols and sponges.

Rudolph Wirth was around a few days ago and booked his usual supply of orders for E. Fougere, of New York.

Dr. W. P. A. Andrews has been exploiting the claims of Waterbury's Metabolized Cod Liver Oil with much success. He also hails from New York.

Ernest Wolf does not visit this section with great frequency, but his appearance is always followed with much business for his firm, G. F. Bassett & Co., of New York.

The old-reliable P. R. Lance, who does such effective work for W. R. Warner & Co., of New York, has again been upon the scene of his many victories. He sold lots of goods.

E. S. Lockwood has just completed the rounds of the city trade. He carries a fine line of perfumery and talks for W. H. Brown & Co., of Baltimore.

I. G. Ludwick has been posting dealers upon the merits of the goods of the Medico Malt Co., of Syracuse, N. Y.

BUFFALO There has been something of a short list of traveling salesmen of late in the field. Probably some of them went home for election. Among the old stand bys was L. E. Treat,

who sells plasters and kindred goods for Johnson & Johnson.

Alfred Klahre, known in Buffalo as the salesman for the Roessler & Hasslacher Chemical Co., has gone the city round, and is now taking 'n another part of his field.

G. M. Diamond, who lives up to his name, is in Buffalo, selling the drug specialties of Stallman & Co., always sure of a good lot of orders that pay for the effort he makes.

W. D. Brenn, not quite as frequent a visitor as some of the other members of the profession, is in Buffalo selling vanilla and other specialties of that class for the Tyler & Finch Co.

J. S. Marvin, whom we always have with us when he is not somewhere else in his territory, paid this center a visit early in November in the interest of Seabury & Johnson.

Another most acceptable representative of the perfumery trade is T. J. McHugh, who takes care of the Ed. Pinaud specialties of Victor Klotz. He has just been here.

ROCHESTER William J. N. Gerlaise, the able representative of the old and reliable house of Lehn & Fink, New York, was in Rochester this month with a complete line of samples of the chemicals, alkaloids, etc., of that house.

Rogers & Pyatt's Western New York salesman, Mr. Westlake, made his monthly visit here last week, and with his usual success.

F. C. Moore, who takes care of the interest of R. Hillier's Son Company in this section and sees that no one gets his share of the local orders, was at the Livingston Hotel several days the last of the month.

George E. Manville is making the remedies of the Maltine Manufacturing Company popular here. He was in Rochester recently and left us all well supplied with maltine.

A. O. Rich had no cause to complain of the size of his orders this time nor of the number thereof; but the season with its changes and the consequent coughs, colds and sore throats made a large demand for Smith Brothers' cough drops and Mr. Rich was just in time to reap the harvest.

P. J. Coughlin, who represents the firm of Nelson, Baker & Co., of Detroit, showed the local trade the excellent goods of that firm and captured our orders for them. In a case like this it is wisdom to canibalize.

M. W. Joslyn has the interest of the Eastern Drug Company at heart and is taking good care of the company's reputation and business all along his route. Mr. Joslyn is making many friends among the people on whom he calls and is a welcome visitor wherever he goes.

W. D. Hale is "up to snuff," and claims to carry the best manufactured in this country or any other. He represents the American Snuff Co., and while there is a much smaller demand for this article here than in some parts of the country, he took several fine orders.

J. O. Wild, of Syracuse, will represent the Puffer soda water manufactures made by the Puffer Manufacturing Co., of Boston in New York State the coming season. They claim that the reputation of the Puffer goods will be maintained, and that all modern improvements will be added. Mr. Wild was in Rochester a short time ago looking after the soda water business.

R. E. Service, the deservedly popular visible representation of John M. Maris & Co., made us another of his friendly visits this month. It looks as if Mr. Service must have visited in Rochester, or not at all.

W. F. Sohni dropped into Rochester in his old breezy way and left us well stocked with the goods of the New York Paper Box Co.

W. D. Brenn came to Rochester from Columbus, Ohio, on his way East, reaching us on the 2d inst. He is still selling the goods of Tyler & Finch Co., of New York City.

E. D. McAllister, who so ably represents Meinecke & Co., was another salesman who came and got our orders this last week.

PHILADELPHIA Walter R. McMillan is actively pushing Kent's Tooth Brushes for McKesson & Robbins.

B. C. Hallowell, representing Lehn & Fink, is with us, and doing well.

Thos. J. Leckey, of the Veigt Ammonia Works, of Philadelphia, is placing many orders for Aqua Ammonia.

Chas. F. White, of the T. B. Dunn Co., of Rochester, is with us, and says the sales of Sen Sen are away ahead of all previous records.

Charles M. Edwards, of Gilpin Langdon & Co., of Baltimore, has torn himself away from Philadelphia, for a three weeks' trip through New York.

Fred. A. Fenno has paid us a visit in the interest of Wallace & Co., of New York, and seems satisfied with results.

Again has R. Wirth departed for New York carrying a bundle of orders under his arm for Fougere & Co.

Geo. M. Dorrance, the proprietor of Allen's Antiseptic Corn Plasters, is working us for all he is worth, but as he is a good fellow we stand quietly to be drawn upon for orders, and enjoy the process, for we get a good share of the profits of his marketable commodity.

The Ogram Chemical Co., of Washington, D. C., have a man here making some handsome window displays of Corn Tips.

DETROIT W. C. Bell, one of the noted ringers for Palmer's Perfumes, made his customary round of the trade last week.

Burton Collier was also here. He claims to have a record for selling druggists' soda water fountains two at a time.

Eskay's Food was ably commented on recently. Its mouthpiece was Fred. H. Wildes.

E. Gage became hoarse telling the natives of the virtues of Wallace & Co.'s candy, and then there was J. Wallach, who stopped at the Cadillac and got rid of any quantity of R. Hudnut's goods.

In fact, Detroit was quite lively, for we also had among us J. S. Bailey, who emphasized all the merits of Grand Imp. Sec. Champagne, for the Germania Wine Cellars; Charles S. Tlague, who spouted about the merits of Sparrow's Candles; W. C. Eberts, who is a genius at soft-soaping when people are to be convinced of the merits of Kirk & Co.'s Soap, and one or two others.

Then there was J. Maitland, who talks up Hallwood Cash Registers; W. J. Lerch, of Colgate & Co.; J. E. Dederich, who smokes and sells the cigars of Geo. Moebis & Co.; T. M. Hatch, who has the best tar soap known; Wyeth's representative, Earl Allen, and Mr. McLane, who pushes the Park & Tilford "good things," and is making things hum.

CINCINNATI G. W. Corning, the well-known Ohio representative of Parker, Stearns & Sutton, was here last week.

R. E. Cressy was a recent caller on local pharmacists with a full line of comb brushes and other toilet articles made by the Arlington Co., of New York.

T. W. Fraser, the hustling Western representative of the Celluloid Co., of New York, was in Cincinnati recently taking orders for his nice line of specialties.

S. B. Thorp enjoyed a nice trade here last week in the interest of William H. Noyes & Brothers, the Newburyport, Mass., horn comb manufacturers.

CLEVELAND S. O. Engstrom, representative of the Bovor Company, is in town calling upon the druggists with a complete line of fluid and solid extracts of meat.

George W. Emmons, representing the Armstrong Cork Company, of Pittsburg, was calling upon the drug trade with a fine line of corks, "Circle A" being one of his special brands.

The Drug and Chemical Market.

Review of the Wholesale Drug Trade.

It should be understood that the prices quoted in this report are strictly those current in the wholesale market, and that higher prices are paid for retail lots. The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

New York, November 10, 1900.

TRADE has slackened off to some extent during the past fortnight, the demand for large lots being exceptionally small, most of the orders being for small assorted lots. These are, however, well distributed over a large section of the country and contribute to what might be termed a satisfactory business. It has been noticeable that the Presidential canvass this year has disturbed business to a much smaller extent than is usually the case in Presidential years. With the contest now over the thread of business will again be taken up, and it is the general expectation that the prosperity which has so generally prevailed will continue and that a liberal demand for the various staple lines will be experienced from now on. Prices are generally steady, the only weakness manifested during the interval being with regard to quinine, which has been fractionally lower from the manufacturers. Opium has maintained its steady advancing tendency and a further appreciation will be noted.

HIGHER.

Opium,
Oil wintergreen,
Senega root,
Mustard seed, California,
Oil myrrhane,
Lycopodium,
White Canella bark,
Millet seed,
Oxalic acid,
Ergot,
Silver nitrate,
Cantharides,
Bleached coreander seed,
Aconite root,
Snake root.

LOWER.

Quinine,
Ipecac root,
Golden seal root,
Canary seed,
Oil lemongrass,

DRUGS.

Arnica flowers continue firm in view of limited spot supplies and strong advices from abroad. Holders are firm in their views at 10c to 12c.

Balsams: Copaliba, Central American, is selling moderately within the range of 34c to 36c, with Para held at 40c to 42c. Fir, Canada, is maintained at \$2.55 and sales are confined for the most part to small jobbing lots. Peru is scarce and firm, with \$1.30 the lowest inside quotation. Tolu is easier, without, however, any quotable change in price, which remains 27c to 29c.

Barks attract little interest at the moment, the business passing being chiefly of a jobbing character, the only item in

any kind of special demand being sassafras. Cascara sagrada appears to be working into a firmer position, but there is a complete absence of important demand.

Buchu leaves are reported higher in the London market, 1s 1d being named there, but prices here have not varied during the interval and short are yet held at 25c to 27c and long 30c to 34c.

Cacao butter remains quiet. Bulk offers at 42½c to 43½c and is passing out fairly into channels of consumption at this range, while cakes in 12-lb. boxes are held at 48c to 51c.

Cannabis indica is in very short supply and is generally held at 30c to 35c.

Cantharides of the different varieties are scarce and wanted, and 60c appears to be an inside figure for either Russian or Chinese.

Cassia buds continue held at 40c to 50c, but little interest is extended, only small jobbing sales coming to the surface.

Coca leaves are obtainable a shade below the quoted range, but the stock offering is said to be of an inferior quality.

Cocaine is in very small supply, and manufacturers' prices are very firmly maintained on the basis of \$6.50 to \$6.70 for bulk.

Cod liver oil shows less activity than might be expected at this season and prices have not varied materially during the interval.

Colocynth apples have shown no action of any consequence during the interval, though holders make no effort to urge sales by price concessions, and Trieste is held at 40c to 42c and Spanish 17c to 18c.

Cubeb berries offer freely at the range of 11c to 13c for whole and 15c to 18c for powdered.

Cuttlefish bone is selling in a moderate jobbing way only, with prices maintained at the previous range.

Ergot continues to show increasing firmness, but holders and buyers are yet apart in their views, and accordingly little business results at the quoted range of 55c for German and 65c to 75c for Spanish.

Lycopodium has shown considerable firmness since our last owing to scarcity and concentration of the available stock. For Politz 65c is asked, while ordinary may be had for 57c, with lots offered to arrive at 55c.

Manna continues inquired for, but the market is very bare of stock and the

full value of \$1.25, to \$1.35 for large flake is asked. Small flake is jobbing at 65c.

Opium is held with increased firmness, the market reflecting the stronger position of the article abroad, and the tendency of values is distinctly upward, though only a light consuming demand is reported. Importers have raised their selling prices to \$3.30 to \$3.35, with a 2½c advance on broken lots. Powdered is in fair demand at the recent advance of \$4.15 for powdered.

Quinine has remained in a quiet condition since our last. At the bark sales in Amsterdam on November 1 values declined 11 per cent., and nearly the whole quantity of bark offered was sold at the Dutch unit of 11.90c, as against 12½c paid at the previous sale. There have been unusually large shipments from Java of late, and this, coupled with the poor prices obtained for the bark, has had a depressing influence on the quinine market. Importers reduced their prices 2c per ounce immediately upon the receipt of the cabled information, and now offer freely upon the basis of 35c for bulk. Domestic manufacturers followed suit on the following day, and prices for both varieties are now uniform, with outside lots offering at 34c.

Senna is selling in a moderate jobbing way and with some demand as well from large consumers, and the range is steadily maintained at 10c to 12c for natural Alexandria, 18c to 25c for garbled and sifted, 8c to 9c for broken and 7c to 14c for the various grades of Tinnevely.

DYESTUFFS.

The various lines have ruled quiet during the fortnight, the movement being restricted to the smallest volume necessary to supply current needs. Perhaps the only article which has attracted attention has been aniline salt, which, owing to scarcity, has advanced to 10c to 10½c. Aniline oil, reflecting the position of the salt, is held at 10½c to 11c.

CHEMICALS.

Alum is passing out freely into channels of consumption and values are steadily maintained at the range of \$1.75 to \$1.85 for lump, \$1.85 to \$1.95 for ground, and \$3.00 to \$4.00 for powdered, as to quality and quantity.

Arsenic, white, is meeting with about the usual consuming demand on contract orders with importers quoting 4½c to 5c, as to quantity. Red is held and selling fairly at 7½c to 7¾c.

Bleaching powder is held with increased firmness and holders of English now quote 2c, while German and French are held at 1½c to 2c and 1½c to 1¾c, respectively.

Boric acid is maintained steadily at previous prices. Small sales are making at 10½c to 11¼c and 11¼c to 11½c for crystals and powdered, respectively.

Brimstone is in firmer position owing to scarcity, with prices quoted nominal.

Chlorate of potash is firmer owing to scarcity caused by the destruction of quantities of the salt in the Tarrant fire, and holders have advanced their views to the quotation of 8½c to 9c.

Nitrate of silver has been advanced by the manufacturers owing to the increased cost of metal, and the current quotations are now 42c to 43½c, as to quantity.

ESSENTIAL OILS.

Anise is unchanged from \$1.50 to \$1.60, but the demand continues very light.

Citronella is firmer, the inside quotation having been advanced to 20c.

Geranium, Turkish, continues firm in view of adverse reports regarding the new crop. While \$2.65 will buy, the quality is not so satisfactory as that for which \$3.00 to \$3.25 is paid.

Myrbane shows an advancing tendency, and holders generally ask 8c to 9½c, higher prices abroad and increased demand here stimulating values.

Peppermint has attracted considerable attention during the interval, bulk oil, in the face of unfavorable crop reports, having increased in value, and H. G. H. advancing correspondingly, the former being held at \$1.10 to \$1.20, and the latter at \$1.35 to \$1.40.

Spruce is higher in sympathy with the general range of such oils, and 28c to 29c is now quoted as to quantity.

Wintergreen continues to show an upward tendency, and prices have been advanced to the range of \$1.75 to \$1.90.

Wormwood is in less abundant supply and holders have advanced their selling to the range of \$5.50 to \$5.75.

GUMS.

The demand for the various grades of druggists' mucilaginous gums has been light for the period under review, but holders are confident in their views and there appears to be no pressure to realize.

ROOTS.

Aconite is higher in price and firmer, the lots that offered recently at 12c having been all taken up and 14c is now quoted as inside.

Golden seal has continued dull and neglected, with holders free to offer at 54c to 56c.

Ipecac is fractionally lower owing to the easier situation in the London market, and local dealers now offer at \$2.85 to \$3.05 for whole and \$2.95 to \$3.10 for powdered.

Senega has hardened in value since our last and the quotation at the close was 44c to 46c.

Snake is firmer under the influence of diminished supplies and our quotations are fractionally higher.

SEEDS.

There is very little that is either new or important to report in the general line of druggists' seeds. Natural coriander is in less abundant supply, and this, coupled with an increased demand, has influenced a higher range of prices, with 3½c to 3¾c now quoted.

Canary is easier under the influence of a slow demand and quotations have been reduced to 2½c to 2¾c for Sicily and 2¼c to 2½c for Smyrna.

Millet is firmer and holders now ask 1½c to 1¾c.

The Cinderella Book.

Maubert, the Parisian perfumer, has sent to Thomas F. Condon & Co., 15 Jay Street, New York, his sole American agents, a large supply of an extraordinarily attractive little book entitled "The Story of Cinderella Applied." It is designed as a means of advertising Maubert's famous line of soaps, etc. Bearing the druggist's imprint and inclosed in a square envelope it will go direct to the household. The story is so ingeniously told and the illustrations so excellent that the booklet is certain to find a warm welcome on the part of the children, and so find its way into the bosom of the family. The method by which druggists may avail themselves of this excellent advertising will be found by reading the advertisement of Thomas F. Condon & Co., which will be found in another part of this number.

A Health Resort.

Excelsior Springs, Mo., on the Kansas City line of the Chicago, Milwaukee & St. Paul Railway has become one of the leading all the year around health and pleasure resorts in the United States. The use of its waters has benefited a great many sufferers.

The Chicago, Milwaukee & St. Paul Railway has just issued a finely illustrated booklet, describing the resort and telling of its advantages, which will be sent free on application to Geo. H. Heafford, General Passenger Agent, Chicago, with two-cent stamp inclosed for postage.

A Liberal Advertiser.

Mrs. Gervaise Graham, of Chicago, is more active than ever just now in trying to interest the retail druggists.



An extra amount of advertising has appeared in the trade papers, and space has been almost doubled in the standard magazines. The advertisements in the latter, by the way, always request readers to ask their druggist for her preparations.

In this way Mrs. Graham has not alone greatly increased the volume of her business, but has made herself popular with the retail druggists, who appreciate her efforts. Mrs. Graham's office is No. 1250 Michigan Avenue, Chicago, and she will be pleased to forward advertising matter to any druggist upon request. Mention this journal.

The Fischer Chemical Importing Co., of New York, has been compelled by widening Western connections to open an office in Chicago. Mr. F. E. Toennies, the vice-president of the company, is resident agent, with offices at 57 and 59 Franklin Street.

Hints To Buyers.

Getting money out of dead stock is not always an easy job, but a way is offered by E. J. Moore, of 216 Front street, New York, who is in the business of buying and exchanging unsalable patent medicines. Write to him at once, mentioning the Druggist.

To keep their blood purifier—Red Clover Blossoms—well before the public, D. Needham's Sons, of Chicago, Ill., offer to keep druggists supplied with counter advertising with their imprint upon. As the preparation is evidently one which it will pay to push and recommend, the proposition is likely to be taken advantage of. State where you saw the advertisement when writing.

Owing to the explosion which wrecked the Tarrant Building, in which their offices were situated, the M. J. Breitenbach Co., manufacturers of Pepto-Mangan ("Gude") are now to be addressed at No. 68 Murray street, New York. The sales of the popular tonic have not been seriously interrupted by the disaster. Mention the Druggist when sending in your orders.

Few of the recent pharmaceutical discoveries have met with such ready and sustained sale as Tropon, which is recognized by the medical faculty as a pure albumen, furnishing an ideal nourishment. Literature upon the subject will be furnished on request by A. Dinklage, general agent for the United States, No. 81 Fulton street, New York. Mention this paper.

The strides in chemistry made by Fries Bros., manufacturers, of No. 92 Reade street, New York, are of such a nature that it will pay the careful pharmacist to note their list of specialties, and send for a sample order. Be sure and mention the AMERICAN DRUGGIST when writing for particulars, or for information of any kind. Low figures for standard goods should not be overlooked.

Have you ever sold A-Corn Salve? If you haven't it's a wonderful offer that the Giant Chemical Co., of Philadelphia, makes to you in our advertising columns. There are two separate and distinct propositions, neither involving the risk of much capital, and the article is acknowledged one of great merit. State where you saw this notice.

The careful pharmacist seldom gets very short of labels or pill and powder boxes. Still, an emergency does sometimes arise, and it will be worth while in any case to send to F. Huhn, of No. 72 Pine street, New York, for samples and prices to-day. The highest grade at the lowest figures is his motto. Mention the AMERICAN DRUGGIST.

This is the season of the year when such remedies as Schieffelin's Elixir of Heroin are in constant demand by physicians. It is claimed that this article surpasses codeine in promptness of action, safety and efficiency and the relief of the cough is not connected with any diminution of the expectorating power. Pamphlets will be mailed on application to Schieffelin & Co., New York. Mention this journal when writing.

American Druggist

and Pharmaceutical Record.

"America's Leading Drug Journal."

Founded 1871

Vol. XXXVII. No. 11.
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Remittances should be made by New York exchange, post office or express money order or registered mail. If checks on local banks are used 10 cents should be added to cover cost of collection. The publishers are not responsible for money sent by unregistered mail, nor for any money paid except to duly authorized agents. All communications should be addressed and all remittances made payable to American Druggist Publishing Co., 62-68 West Broadway, New York.

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JOHN D. PARK & SONS CO. AGAIN BEATEN.

THE appeal of the John D. Park & Sons Co. to the Appellate Division of the Supreme Court, State of New York, against the decision of a Special Term Court in favor of the National Wholesale Druggists' Association has been decided against the firm named. The John D. Park & Sons Co. sought to prove that the contracts and agreements entered into between manufacturers and jobbers under the provisions of the rebate plan were illegal, and they asked the court to restrain the National Wholesale Druggists' Association and its members from making any effort to induce manufacturers to abide by the plan or to limit the sale of goods in accordance with it, or from refusing to sell their goods to the John D. Park & Sons Co.

In deciding the case Judge Rumsey took the ground that proprietary medicines are not necessities of life; that sellers are not common carriers and need not trade with all comers; and that each manufacturer has the right to refuse to sell to any one, if he sees fit. Also that having a right to refuse any customer, he may make sales upon any condition he chooses to impose.

The court further decided that "having fixed the prices and the terms of sale, they [the manufacturers] combined for the purpose of enforcing their contracts. As the end to be accomplished is legal, and they do not propose to take any step in carrying it into effect which each might not properly take if he was working for himself, no right of action can arise to any one as a result of their combination."

It need hardly be said that the decision is one of the greatest importance to all branches of the drug trade, and particularly so at the present time, when such earnest efforts are being put forth to prevent price cutting and regulate the sale of proprietary medicines so that a fair profit shall be assured to

the dealer. The decision is, of course, only definitive in so far as it concerns the operation of the rebate plan in this State, and we doubt if it is really definitive even here, since an appeal may possibly be had to the court of last resort in this State, the Court of Appeals. It would be highly desirable for all concerned if the case could receive consideration by the United States Supreme Court and thus be disposed of finally.

REPEAL THE STAMP TAX.

ON the present basis of expenses and of income the Treasury Department figures that the surplus for the current fiscal year, which ends on June 30 next, will probably amount to something like \$80,000,000, or, deducting the amount required for the sinking fund, about \$25,000,000. Should the general business conditions of the country remain prosperous the surplus for the succeeding year would be fully as large and even larger. In view of this fact the chairman of the House Committee on Ways and Means has announced, after consultation with the other members of the committee and of the Treasury Department, that the tariff would not be revised in any particular, but that a considerable reduction would be made in the internal revenue tax. The precise amount of reduction that will be made has not been definitely announced, but it is generally understood that the Secretary of the Treasury favors a revision of the internal revenue laws which will bring about a reduction of about \$30,000,000 annually in the amount received from this source.

It is most fortunate for the interests of the drug trade generally that the financial prospects of the country are such as to warrant the Secretary of the Treasury in recommending so material a reduction. Now that such a reduction is to be made, there is room to hope that the unjust and unequable tax

which has been laid upon the drug trade through the operations of schedule B of the stamp tax law may be done away with entirely. So long as the Treasury Department stood in need of additional funds no amount of agitation on the part of the drug trade was likely to have any effect. The financial exigencies of the Government are paramount and would withstand any pressure which might possibly have been brought to bear by the retail drug trade in favor of the repeal of the stamp tax. Now, however, that a substantial reduction in the internal revenue tax has been decided upon, it behooves the drug trade to make a most vigorous and concerted effort to secure the total abolition of schedule B.

Fortunately, much good work has already been done in this direction by the National Association of Retail Druggists, the Proprietary Association and the National Wholesale Druggists' Association, and the impression which these associations have made through their various representatives and subsidiary bodies upon the members of the House Committee seems in a fair way to bear fruit at an early date, as there are strong indications that schedule B will be repealed in toto. In view of the fact that the revenue derived from this tax amounts only to some \$4,500,000 per annum, and that the expense entailed in its collection is probably larger in proportion to the gross receipts than it is under any other of the schedules of the internal revenue law, it would seem the part of wisdom, from a purely financial standpoint, to repeal this schedule in preference to any other.

It is as well, however, at this juncture for the drug trade to display the greatest activity in urging the repeal of schedule B, and to such local associations as have not already taken action we heartily commend the example set by the mass meeting of druggists of Louisville in adopting a series of resolutions urging the repeal of this tax, and in forwarding these resolutions to the chairman of the committee of Congress on Ways and Means. While it is probable that the plans of this committee have already been formulated, it must be borne in mind that it is not the drug trade alone that is seeking to be relieved of the burden of the war tax, and that great pressure will be brought to bear in favor of other interests, and that if the drug trade sit supinely down, trusting in the strength of a virtuous cause, they may find that this strength has been overrated, and that other and less deserving, but more insistent, claimants for relief have been listened to at the expense of the drug trade.

WORK FOR THE N. A. R. D.

THE sanguine expectations entertained by the friends of the N. A. R. D. with regard to the early application of the plan of that association for the maintenance of prices on proprietary remedies in Greater New York and adjacent territory have been somewhat dashed by the action taken by two of the local associations since our last issue. The New York Deutscher Apotheker-Verein, which has never been a very staunch supporter of the N. A. R. D., though one of the original members of the association, has formally withdrawn from membership and expressed its disapproval of the movement. Inasmuch as the Verein has consistently espoused the cause of the buying clubs which are opposed by the N. A. R. D., and is indeed vitally interested in the success of one of these clubs, its withdrawal from the N. A. R. D. was the natural thing to do.

The national association is, of course, too strong an organization to be affected seriously by the adverse action of these local associations, which after all do not truly represent the sentiment of any majority of the retail drug trade in this part of the country. The prospects for at least a partial restoration of prices are still good in view of the determination expressed by the wholesale druggists of Greater New York to abide by the joint resolutions of the national associations of retailers, wholesalers and manufacturers. A number of the leading firms have issued circulars to the trade notifying them that they will uphold the N. A. R. D. plan in every particular.

There are now four retail drug associations in the Borough of Manhattan to look after the interests of the trade here, but there seems to be a sad lack of unity of purpose among them. Two of the associations are intimately concerned in the welfare of buying clubs which are antagonistic to the N. A. R. D. The Manhattan Pharmaceutical Association appears to have passed under the control of a similar element, and the fourth association, the Greater New York Pharmaceutical Society, draws the bulk of its membership from the ranks of clerks and managers rather than from proprietors of drug stores, and it accordingly is less influential.

The conditions prevailing in the territory of Greater New York are such as to call for the most earnest consideration on the part of the officers of the N. A. R. D. The organization of the retail druggists of this city has evidently not been effected upon the basis best calculated to promote the N. A. R. D. movement, and recent events

should impress upon the national organization the necessity of carrying on a new propaganda in this vicinity with the object in view of establishing a branch truly representative of the N. A. R. D.

NEW YORK'S NEW PHARMACY LAW.

ELSEWHERE in this number will be found the text of the new pharmacy law for the State of New York which goes into operation on January 1 next. The law is reprinted from an earlier number of this journal, which is now out of print so great was the demand for extra copies on account of this publication. As ignorance of the law is never accepted by the courts as any justification for its violation, it behooves every pharmacist and assistant pharmacist practicing their profession in this State to scrutinize carefully the various provisions of the law as set forth in the text printed in this issue.

One section of the law confers upon the board the powers of food and drug commissioners, in that it is authorized "to investigate all complaints as to quality and strength of all drugs and medicines, and to take such action as may be necessary to prevent the sale of such as do not conform to the standard and tests prescribed in the latest edition of the United States Pharmacopœia."

The board is given the authority, under paragraph j of subdivision 1 of section 192, to summon witnesses and examine them under oath. Reregistration is provided for in the succeeding paragraph, and a charge of \$2 per annum will be exacted for such registration. Further, the board is given authority to revoke any license issued by any Board of Pharmacy of the State for cause.

The holders of existing certificates of registration as a "pharmacist" are entitled to registration by the new board upon the surrender of their certificates and the payment of a fee of \$1. Such registration will be accompanied by the issuance of a license to practice as a "licensed pharmacist" within the State.

After the law goes into effect proprietors of pharmacies will be required to notify the board as to the hiring of apprentices, giving such facts as the board may require for registration of the apprentice. A fee will be exacted for the issuance of an apprentice's certificate amounting to 50 cents.

The law has many features of special interest for pharmacists in business, and the text as printed on another page will amply repay perusal.

(Written for the American Druggist.)

PRACTICAL FORMULAS FOR POPULAR PREPARATIONS.

BY JNO. H. HAYDON, JR

THE following preparations are easily made and widely used, and will prove a source of satisfaction and profit to any druggist making them:

Solution Hypophosphites Comp. Without Sugar.

This preparation should be all that the name implies, a solution of hypophosphites, not of other salts. This formula will make a beautifully clear yellowish green solution which keeps perfectly and is very agreeable to take.

Potassium hypophosphite.....	grains 256
Calcium hypophosphite.....	grains 256
Sodium hypophosphite.....	grains 64
Iron hypophosphite.....	grains 128
Manganese hypophosphite.....	grains 64
Strychnine hypophosphite.....	grains 2
Quinine hypophosphite.....	grains 64
Potassium citrate gran'l.....	grains 240
Citric acid, crystals.....	grains 80
Glycerin.....	plnt 1
Oil orange.....	drops 8
Saccharin.....	grains 40
Deodorized alcohol.....	f.oss 4
Distilled water, sufficient to make	pints 4

Dissolve the potassium hypophosphite, calcium hypophosphite and sodium hypophosphite in one and one-half pints distilled water. Do not mix the salts dry but dissolve one salt at a time in the water by agitation. Put the iron hypophosphite, manganese hypophosphite, potassium citrate and citric acid into an evaporating dish with a half pint of distilled water and heat gently until the salts dissolve into a clear green solution. Mix this with the first solution. Dissolve the strychnine hypophosphite and quinine hypophosphite in a half pint of distilled water by heat and add to the other solution; add the glycerin; dissolve the oil of orange and saccharin in the deodorized alcohol and add; and finally sufficient distilled water to make up the volume to four pints. Allow the solution to stand twenty-four hours and filter, using a white filter paper and a small amount of talcum to absorb any excess of oil. Avoid contact with iron throughout.

Each fluid ounce contains, of lime hypophosphite, 4 grains; sodium hypophosphite, 1 grain; potassium hypophosphite, 4 grains; iron hypophosphite, 2 grains; quinine hypophosphite, 1 grain; manganese hypophosphite, 1 grain, and strychnine hypophosphite, 1-32 grain.

The saccharin and oil of orange make the preparation more palatable, but they can be omitted if deemed advisable. Ordinary water can be used if fairly pure, especially if recently boiled, but after two or three weeks, if a peculiar growth forms in the preparation, the water will be the cause and it can be prevented by using distilled water.

Aromatic Syrup Yerba Santa.

This preparation should be made from the leaves, as in this way it is possible to get a syrup which has the true flavor of the drug.

Mix the drugs and reduce to a coarse powder. Mix the glycerin with 8 fluid ounces of water and with this moisten the drugs, macerating for twenty-four hours. Add the potassium bicarbonate, previously dissolved in 8 fluid ounces of

water, and pack lightly in a percolator. Percolate with water until two pints are obtained; in this dissolve the sugar with a gentle heat and strain, adding sufficient water through the percolator to make up the volume to four pints.

Yerba santa leaves, {.....of each oza. 8	
Cinnamon bark.....}	
Cloves.....oz. 1/2	
Cardamom seed.....dra. 2	
Sweet orange peel (fresh).....oz. 1	
Coriander seed,	
Caraway seed,	
Anise seed,	
Cochineal (powd.),	
Potassium bicarbonate.....of each dr.1	
Glycerin.....f. oza. 8	
Sugar.....lbs. 3 1/2	
Water.....sufficient to make pints 4	

One fluid ounce of this syrup represents 60 grains of Yerba Santa, with aromatics, and completely masks the bitterness of 8 grains of quinine sulphate.

Wine of Coca Leaves.

This preparation may be easily made from the leaves by the following formula:

Coca leaves (ground).....	ozs. 4
Hot water.....	plnt 1
Alcohol.....	f. oza. 6
Sugar.....	ozs. 6
Port wine (domestic), enough to make	pints 4

Moisten the drug with the hot water and allow to macerate three or four hours. If dry, moisten with wine and pack in percolator and percolate with wine until three and a half pints are obtained. In this dissolve the sugar, add the alcohol and strain, adding sufficient wine to make four pints.

This corresponds in strength to the N. F., each fluid ounce representing thirty grains coca leaves.

The preliminary maceration with hot water results in the finished product containing a larger percentage of the active principles and so more truly representing the drug.

Elixir of Pepsin.

The term elixir as applied to solutions of pepsin covers a wide range of preparations, but whatever the flavor or appearance the standard seems to be that a fluid drachm (a teaspoonful) should be capable of digesting three thousand grains of egg albumen and of curdling two pints of fresh milk. The following will meet both of these requirements if a good grade of pepsin and a concentrated rennet are used:

Granular pepsin, U. S. P.....	grains 512
Granular rennet (concent.).....	grains 512
Distilled water.....	f. oza. 8
Glycerin.....	f. oza. 4
Deodorized alcohol.....	f. oza. 8
Detannated muscatel wine (domestic), sufficient to make.....	pints 4

Mix the water and glycerin, add the pepsin and rennet, and allow them to stand for three or four hours, until they are apparently dissolved. Then add the deodorized alcohol and sufficient wine to make four pints. Mix with one ounce of talcum and allow to stand a week and filter. If a good grade of domestic muscatel wine, detannated with hydrated oxide of iron, be used, this preparation will be found very satisfactory. Sherry or sweet catawba wine can be used, but thirty minims of oil of orange should be added to improve the flavor.

If it is not necessary or desirable to have a very light-colored preparation, the wine need not be detannated, but most of the color and tannin can be re-

moved by mixing two fluid drachms of tincture of iron chloride with three pints of wine and adding one fluid ounce of fresh milk. Allow it to stand twenty-four hours and filter through talcum before using in the elixir of pepsin.

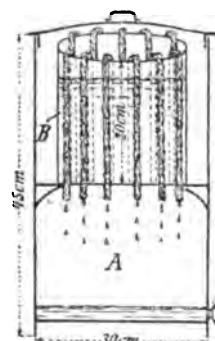
After the finished preparation is filtered, it should be tested by adding a fluid drachm to two pints of fresh milk, previously warmed to 100 degrees F., and stirring only sufficient to mix them. In fifteen minutes or so a firm curd should be formed. If it fails the rennet is at fault and is not strong enough for the purpose.

An elixir made in this way will keep and will not develop a disagreeable odor.

Device for Filtering Oils.

Dr. H. Haeflin illustrates in a recent number of the Pharmaceutische Zeitung (October 31, 1900) a device for filtering oils, the character of which is easily comprehended by the accompanying illustration.

The main receptacle A is cylindrical and is made of galvanized iron or tin and provided with a cover. About an inch from the bottom is an outlet cup



from which the oil can be drawn off. About the center of the outer can three brackets are placed, extending inward, upon which the inner receptacle B rests. Any muddy or discolored oil which it is desired to filter is placed in the inner receptacle and a number of loosely twisted cotton wicks, such as are used in automatic oilers, are placed in the inner receptacle, the outer ends hanging down, as shown in the illustration. The oil passes up through these wicks and the clear oil drops into the lower receptacle, leaving the dirt in the inner receptacle and in the pores of the wicks. It is advisable to attach a small weight to the inner end of each of the wicks, so as to make sure that the soiled wick does not fall into the clarified oil.

BATHING SPIRIT.

Castile soap.....	ozs. 2
Potassium carbonate.....	oz. 1
Glycerin.....	ozs. 2
Oil of lavender.....	dr. 1
Oil of bergamot.....	dr. 1/2
Oil of rosemary.....	dr. 1/2
Alcohol.....	ozs. 10
Water, enough to make.....	ozs. 16

Digest the soap in four fluid ounces of water with gentle heat; when solution is effected, add the potassium carbonate and glycerin; dissolve the oils in the alcohol and add to the soap solution, and when a perfect solution has taken place, filter through paper.

Druggists' Course in Optics.

A course of study intended to prepare the Druggist for work as an Optician. Conducted by C. H. BROWN, M.D., President, The Philadelphia Optical College.

(Fifth Paper.)

The Laws of Refraction.

When a ray of light passes from one transparent medium to another, except it falls perpendicular to the surface, its course is changed, although it still continues to travel in a straight line. This is called refraction, the literal meaning of which is "bending." This is illustrated in the appearance of the oar of a boat, which seems to be broken or bent at the point where it enters the water.

The three laws of refraction are as follows:

1. Light entering a medium perpendicular to its surface passes unchanged in its course.

2. Light from a rare medium striking obliquely the surface of a denser medium is bent or turned toward the perpendicular.

3. Light from a dense medium striking obliquely the surface of a rarer medium is bent or turned from the perpendicular.

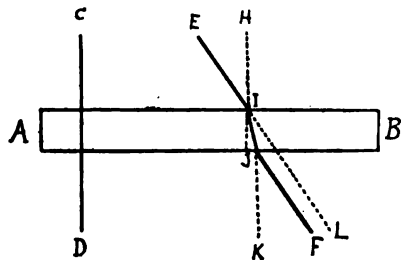


Fig. 1. Path of rays of light through a plane glass illustrating the three laws of refraction.

A B represents a piece of plane glass. A ray of light from C strikes the glass perpendicular to its surface and passes in an unchanged direction to D.

A ray of light from E passing through the air, which is a rare medium, strikes obliquely the surface of the glass which is a denser medium, and instead of passing straight through to L, is bent at the point I according to the second law toward the perpendicular, which is represented by H I J.

The ray of light emerging obliquely from the glass, which is a dense medium, and entering the air, which is a rarer medium, is bent at the point J according to the third law, away from the perpendicular, which is represented by J K.

The more obliquely the light strikes the glass the greater is the refraction which its rays undergo; hence the degree of refraction varies with the angle of incidence.

Index of Refraction.

All media possess a certain amount of refractive power for rays that strike

them obliquely, and this is the same for each medium at the same obliquity.

Air is taken as the standard or the unit, and is called 1, toward which every other refracting medium bears a certain relation.

This is determined by the ratio between the sines of the angles of incidence and of refraction. The diamond possesses the highest refractive power of any medium.

The following table shows the indices of refraction of some well-known media:

Air	1
Water	1.33
Alcohol	1.37
Aqueous humor	1.33
Vitreous humor	1.33
Cornea	1.33
Crystalline lens	1.43
Crown glass	1.52
Flint glass	1.60
Rock crystal	1.56
Diamond	2.49

When the surfaces of the medium are parallel all the rays striking it obliquely are refracted twice as at I and J, and then continue in the same direction as before entering the medium.

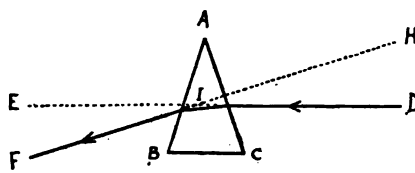


Fig. 2. Effect of a prism in refracting light.

When the two surfaces of a medium are not parallel, but are inclined to each other as in a prism, it is obvious that a ray can never be perpendicular to both surfaces at the same time, and hence a ray of light cannot fall upon a prism in such a way as not to be refracted, as it may in a plane glass.

A ray of light starting from D and passing through the prism A, B, C, instead of following a straight line to E, is refracted to the point F; and if an observer's eye was located at the latter place the ray would appear to come from the point H.

The angle D I H is called the angle of deviation, and is about one-half the size of the principal or refracting angle formed at A by the two sides of the prism.

The refracting properties of a prism may be summed up as follows:

1. Rays of light passing through a prism are refracted toward its base.

2. Objects seen through a prism are displaced in the direction of its apex.

These two statements at first sight seem contradictory, but a study of the above diagram will prove that they are quite reconcilable.

Gathered Formulas.

(Continued from page 277.)

Library Pastes, Gums, Etc.

ADHESIVE PASTE.

I.

Gelatin	ozs. 4
Water	ozs. 16

Soak the gelatin in the water until it becomes soft, then by the heat of a water bath dissolve it, and while still hot pour into a mixture of

Flour paste	lbs. 2
Water	ozs. 20

Heat the whole to boiling and, when thickened, remove from the fire. While cooling, add 6 drams of sodium silicate and stir into the mixture with a wooden spatula. Preserve with oil of cloves 2 drachms.

II.

Glue	parts 4
Water	parts 15

Soak the glue in the water (cold) for fifteen hours, then heat the mixture until it is clear, and add

Boiling water	parts 65
---------------	----------

In another vessel stir

Starch paste	parts 30
Water	parts 20

Into this pour the glue; stir well and, in cooling, add 10 drops of carbolic acid to act as a preservative.

FLOUR PASTE.

I.

Alum	ozs. 3/4
Water	ozs. 40

Dissolve, and when the fluid is cold, add flour to make it of the consistence of cream; then bring it to a boil, stirring all the while.

Mix 1 pound of rye flour in luke warm water, to which has been added 1 teaspoonful of pulverized alum. Stir until free from lumps. Boil in the regular way or slowly pour on boiling water, stirring constantly until the paste becomes stiff. When cold add 4 ounces common strained honey. Mix well.

DURABLE PASTE.

Glue	parts 4
Water	parts 80
Starch paste	parts 30
Cold water	parts 20
Carbolic acid	drops 10

Allow the glue to soften in 15 parts of water for some hours, then heat moderately until the solution becomes quite clear, and stir in 65 parts more water. Separately mix the starch paste with the 20 parts of cold water so that a milky fluid is obtained without lumps. Pour the boiling glue into this with constant stirring, and the whole kept at the boiling temperature. Allow the mixture to cool, then add the carbolic acid.

FLUID PASTE.

Gum acacia	lbs. 5
Sugar	lb. 1
Nitric acid	dr. 7
Water	a sufficiency

Dissolve the acacia and sugar in water to form a mucilage of the desired consistency, then add the acid and heat to the boiling point. This paste is well adapted for flaps of envelopes, fine bookbinders' work, etc.

LABEL MUCILAGE.

Gum tragacanth.....	oz. 1
Gum arabic.....	ozs. 4
Water.....	ozs. 20
Thymol.....	grains 14
Glycerin.....	dram 1

Dissolve the gums in the water, strain the solution and add the thymol dissolved in the glycerin, making up the bulk to 40 ounces with water.

MUCILAGE FOR TIN SURFACES.

I.

Shellac.....	parts 4
Borax.....	parts 2
Water.....	parts 30

Boil until the shellac is dissolved.

II.

Balsam fir.....	part 1
Turpentine.....	parts 3

ELASTIC MUCILAGE.

Glycerin.....	parts 4 1/2
Soft soap.....	parts 4 1/2
Salicylic acid.....	part 1 1/2
Alcohol.....	parts 30
Acacia.....	parts 140
Water.....	parts 270

Dissolve the acacia in the water, and the other ingredients in the alcohol; then mix the two fluids.

POSTAGE STAMP PASTE.

Dextrin.....	parts 2
Acetic acid.....	part 1
Water.....	parts 5
Alcohol.....	part 1

Safety Paste.

It is well known that postal wrappers and envelopes can be opened, the adhesive and stamps detached, by moistening them with the steam from a kettle. The following composition is intended to frustrate any such dishonest practices. Two adhesive compounds are used, one applied to the flap of the envelope or wrapper and the other to the part against which it is pressed, or the first to the stamp and the other to the place where it is to be affixed.

I.

Chromic acid.....	parts 2 1/2
Stronger ammonia.....	parts 15
Sulphuric acid.....	part 1/2
Cupro-ammonia solution.....	parts 30
Fine white paper.....	parts 4

II.

Isinglass.....	q. s.
Acetic acid.....	part 1
Water.....	parts 7

Dissolve sufficient isinglass in the mixture of acetic acid and water to make a thin mucilage.

No. I is applied to the surface of the envelope and No. II to the flap. The parts are then fastened together, when the union is so firm as to resist all loosening influences, acids, alcohol, hot or cold water, steam. The chromic acid forms with the isinglass a combination insoluble in water.

BARBED WIRE LINIMENT.

I.

Carbolic acid.....	f. oz. 1
Fld. ext. arnica.....	f. ozs. 2
Crude petroleum oil.....	f. ozs. 16

Apply twice daily with a feather, washing the sores with castile soap and drying well before applying.

II.

Linseed oil, raw.....	f. ozs. 32
Potassium nitrate.....	av. ozs. 2
Lead acetate.....	av. ozs. 2
Sulphuric acid.....	av. ozs. 2
Carbolic acid.....	av. oz. 1

Mix the oil with the saltpeter and sugar of lead (in fine powder) and slowly add the sulphuric acid, stirring constantly. When cold, pour off from the dregs and add the carbolic acid. Apply with a feather twice a day. Do not wash the sore at all.

(To be continued.)

Pharmaceutical Progress.

*New Remedies—Improved Processes—Modern Inventions—
Wrinkles in Dispensing—Tests and Reactions.*

To Toughen Filter Paper.—It is stated that by treating filter paper with ammoniacal zinc chloride solution and washing the paper becomes quite tough.

Azymol is a new antiseptic which has been placed upon the market by Barenthin, of Berlin. So far no information has been forthcoming as to its composition, but the most exalted claims have been put forward as to its value as an antiseptic.

The Chemical Reactions of the Saliva.—Joseph Szabo (Klin. Ther. Woch., 1900, 1228) states that in most cases the reaction of the saliva is alkaline, it very seldom being acid. The degree of alkalinity of the saliva varies with the different dental diseases. The reactions of the gastric secretion bear no relation whatever to those of the saliva.

Influence of Petroleum on Diphtheria Bacillus.—J. Papasotiriou has studied the action of petroleum on the diphtheria bacillus and concludes (Medch. Med. Woch., 1900, 1381) that the influence for good which has been attributed to petroleum in the treatment of diphtheria is not due to the bactericidal action of the petroleum nor upon its action in preventing the development of diphtheria bacilli.

Roborat is the name of a vegetable albumen nutritive preparation which has been placed on the market in Germany. It is obtained from grain and is a whitish, odorless, impalpable powder. It has a taste resembling that of bread and is not at all disagreeable. As is usually the case with preparations of this kind evidence is presented to the effect that it is better than anything that has ever been placed in the market heretofore.

Bromotannic Gelatin.—A new organic compound has been obtained by precipitating a bromine-tannin solution with a solution of gelatin. The product contains tannin, gelatin and about 20 per cent. of bromine. It forms a yellowish gray powder, is tasteless and odorless and almost insoluble in water and in dilute acids. The substance dissolves in caustic potassa solution yielding a reddish brown liquid. It is almost wholly unaffected by the gastric juice. The method of preparation has been patented in the United States under patent No. 659,204.

Detection of Aniline Colors in Preparations of Fruit.—L. Winton (Jour. Amer. Chem. Soc.) applies to marmalades, fruit syrups, jellies, etc., the same methods for detecting the aniline colors which are used in the examination of wines. The most convenient method is the color test of Arata, which is carried out by boiling the suspected substance in aqueous solution with some potassium disulphite, and with a small piece of white wool. In the pres-

ence of artificial coloring matter the wool becomes vividly colored and the dye resists the action of ammonia, or if discharged the color returns as soon as the ammonia is removed by washing or by evaporation.

Solution of Mercury Benzoate.—The most concentrated solution of mercury benzoate which can be obtained by the use of sodium chloride solution contains 0.75 of the salt. This solution upon standing in a cool place deposits a precipitate, however, so that only about 0.5 per cent. of the benzoate remains permanently in the solution. J. Larian has observed that by the aid of sodium bicarbonate a two per cent. solution of the benzoate may be obtained which remains unchanged for several weeks. It is impossible to prepare any stronger solution than this by the aid of soda alone because of the separation of mercuric oxide. In order to prepare a ten per cent. solution the author recommends the use of as much sodium chloride as there is mercury benzoate, adding a very small quantity of soda.

Color Reaction for Citral, Etc.—H. E. Burgess has obtained well-defined color reactions with citral and certain other aromatic compounds found in essential oils. The reagent used is prepared by dissolving mercuric sulphate in pure sulphuric acid (25 per cent.), so that 100 Cc. of the solution shall contain 10 Gm. of the salt. The method of procedure (Analyst, 25, 268) is to place 2 Cc. of the substance to be examined in a small phial fitted with a cork, and add 5 Cc. of the reagent. After shaking vigorously, any change in color is noted and the examination repeated after the mixture has stood for about ten minutes. Or one drop of the oil to be examined may be placed on a porcelain tile, three or four drops of the reagent added, and the liquids well stirred with a glass rod. Citral produces a bright red color which rapidly disappears, a whitish compound then being formed and floating on top of the aqueous liquid. Citronellal gives a more persistent bright yellow color; limonene a very faint flesh color, which vanishes and leaves a white compound; linalyl acetate, a brilliant and permanent violet color. Linalol quickly gives a deep violet color, caryophyllene forms a yellowish compound, eugenol gives a slight violet color on standing for some time, and terpineol a flesh color and precipitate. No reaction occurs in the case of benzaldehyde, or of cinnamic, formic, acetic, or anisic aldehyde. Added to oil of cassia, the reagent forms a yellowish compound which floats on the oil. With oil of cinnamon a brown compound is formed, and the aqueous liquid acquires a slight violet tint, whilst on standing the whole is converted into a solid black mass. Oil of cloves imparts a violet color to the reagent after standing for some time.—Phar. Jour.

FRAUD IN SANDAL OIL.

To Popularize the U. S. Pharmacopœia.

At the Richmond meeting of the American Pharmaceutical Association, Louis Emanuel, of Pittsburg, gave his experience with a method of popularizing the Pharmacopœia. He was requested by a medical friend a few years ago to prepare a special capsule containing sandal oil. In looking over the price-lists of volatile oils a great variation of price was found. The oils were variously described as German, English, French, East Indian, West Indian, etc., but none were designated United States Pharmacopœia.

The doctor could not see clearly why there should be such a variation in price as was noted in the lists. However, the higher-priced oil was selected, on the assumption that it was the better; a little of all kinds on the list was purchased for the purpose of comparison. All were submitted to the pharmacopœial test, but none complied with it. This was a puzzler. High-priced oils were purchased in various markets from time to time, which also failed to comply with pharmacopœial tests. We had about concluded that the Pharmacopœia was wrong, and this jobber was right. Finally a perfumer offered to supply absolutely pure volatile oils in small quantities, but at a good round price. A pound was purchased, and great was the satisfaction that it complied with the pharmacopœial tests. Heretofore a doubt was felt that perhaps the Pharmacopœia was too exacting; in fact, a large Eastern house greatly ridiculed the volatile oil section of the Pharmacopœia. However, an oil was at last found that would stand the requirements. The new oil was put into capsules without mentioning the fact that an official sandal oil had at last been found, but in due course of time the prescriber made inquiry whether or not a change had been made. This came as a surprise, as I feared that, perhaps, after all, the United States Pharmacopœia was wrong, and the average jobber right. I was obliged to acknowledge the fact that a change was made, but I justified myself in the fact that I had paid two dollars a pound more for the oil which was being used. "Well," he said, "I thought there was a change in the oil, or else my patients had less severe attacks of disease than formerly, for they get well quicker."

The price paid for this oil was nine dollars a pound, but after that I had no trouble in getting just as good oil at seven dollars, when the jobber found I knew what I was talking about.

After this my medical friend talked of my sandal oil capsules among his medical friends, which led to a large demand for the capsules, much to the detriment of an imported proprietary article.

Where I formerly bought a quarter of a pound oil of sandal at a time, I now buy it in one hundred pound lots, and I am obliged to give the United States Pharmacopœia the credit of the commercial advantage beside the ethical nature in conducting a retail pharmacy; for, in due course of time a representative of a domestic house made his rounds in my locality, and almost succeeded in introducing his wares, by using unfair means; this led to an examination of his material, which was

found sadly wanting. The advent of these interior goods led to the following advertisement:

APPLY THE TEST.

1st. It is a matter of common report that many manufacturers' agents misrepresent and belittle the legally qualified pharmacist when a proprietary remedy is brought to the notice of the physician.

2d. It is surprising to note how many members of the medical profession are misled by such misrepresentations.

3. These detractors ignore the authority of the Pharmacopœia, rise superior to it, as it were. (P. S.—It often cheapens the process of manufacture to ignore the United States Pharmacopœia, and of course is more profitable to the agents and their employers.)

4th. An example: When selecting a form of oil of sandalwood for administration, test, or have your pharmacist test for you, some of the commercial preparations of this remedy, whether in capsule or other form, and note the result. If it fails to agree with the United States Pharmacopœia test, namely, to produce a clear solution, if to 1 Cc. of the oil, at 20 degrees C., there be added 10 Cc. of a mixture of 3 volumes of alcohol and 1 volume of water, it contains cedarwood oil, castor oil, paraffin oil or some other fatty oil, perhaps deleterious to the patient, and who can tell but that the frequent failure in the attempted cure of patients may not be referable to adulteration.

Moral: Prescribe no drugs that have not been subjected to proper tests by proper persons.

LEWIS EMANUEL, PH.G.

Second avenue and Grant street, Pittsburg, Pa.

The advertisement was the means which made it possible for every pharmacist in this locality to purchase oil of sandal United States Pharmacopœia, which was impossible a few months before.

CAMPHOR.

Its Source and Commercial History.

The semi-annual report of Schimmel & Co. (Fritzsch Brothers), of Leipzig, New York, and London, which has just come to hand, contains a chapter from the recently published book on Formosa,¹ by Adolph Fischer, giving a description of the method of extracting camphor on that island, as well as a short sketch of the commercial history of camphor. It is as follows:

The Camphor Laurel, a Noble Tree.

Camphor is extracted by distillation from the king of the forests of Formosa, the lofty, fairly rapidly growing camphor-laurel, a tree with laurel-like leaves, whose circumference frequently surpasses 20 feet, and whose trunk, where ready means of transport are available, supplies a valuable timber. Spare, dried-up trees are not suitable for camphor-distillation; only the succulent wood, preferably the roots.

Method of Extracting the Camphor.

On a loam-built oven, some 4 feet high, for which wood is used as fuel, one or more iron vessels are placed, which are filled with water. On each of these vessels is placed a tubular wooden cylinder, about 5 feet high, the bottom of which is perforated so as to admit the water vapor. These cylinders are filled with small pieces of camphor-wood, about 1½ inches long by 3-16 inches thick, fed in from the top; they are then covered over and plastered all round with loam to render them air-tight. The camphor-laden fumes are then drawn through a bamboo tube, about 11 feet long, which is fixed on the

upper part of the cylinder, into a box-shaped air-tight receiver, some 6 feet high, placed in running water, in which the fumes are condensed in crystal form. Another tube, slightly inclined downward, and placed at a somewhat higher elevation, admits water drop by drop into the vessel, to replace the evaporating liquid. This is essential, for the operation of distilling the pieces of wood is continued for 24 hours. It takes about a month to fill the receiver.

Influence of the Camphor Industry on the Destinies of Formosa.

It is doubtful whether another example can be found in the history of the world where the product of a plant has had such a far-reaching influence on the destinies of the country as in the case of the camphor on Formosa. For centuries the greed of men has been attracted to the virgin forests situated in the interior of the island, for the sake of their lofty, royal trees, constantly meeting with tenacious opposition from the exasperated savages. As long ago as the beginning of the eighteenth century the Chinese Government, which at that time only troubled about the Western and Northern part of the island, but not about the Eastern, endeavored, in order to cover at least part of the expenses of their administration, to turn the camphor forests to account by introducing a camphor monopoly, the evasion of which was punished with brutal severity. Whoever at that time cut down a camphor tree without permission paid for it with his life, if detected. In the year 1720 no less than 200 persons were executed for this offense. This exceeding severity brought about serious insurrections, and, as a consequence, the production of camphor was declared free, but, on the other hand, the trade in the article turned into a monopoly. From that time every Chinese was allowed to enter the forests at his own risk and on his own account, and left free to attain his object either by force or cunning. The barbarous behavior of the Chinese Hakkas toward the aborigines, all their sanguinary feuds, were not noticed by the Chinese Government, or rather were tacitly approved.

Evading the Monopoly.

These conditions lasted for a century and a half. They were only partly brought to an end by the revocation of the monopoly in 1868. As everybody knows, four of the Formosa ports were opened to Europeans in the year 1860. The mandarins, who had appropriated the camphor trade as a very remunerative business, sold the picul at 16 yen, whilst they only paid the producers at the rate of 6 yen per picul. The Europeans, however, in order not to let the whole profit go into the pockets of the mandarins, evaded the monopoly (which was not revoked until 1868), and bought direct from the producers, maintaining that, in view of the commercial treaties made at Peking, they were in no way bound by the monopoly of the mandarins. These proceedings all at once changed the position of the Europeans. So long as the latter gave the mandarins an opportunity to make a handsome profit, they were exceedingly welcome, and were encouraged in every way. But now the tables were turned; hatred of and hostility to the Europeans were openly preached, and all sorts of difficulties placed in their way. These

¹ Streifzüge durch Formosa (Rambles through Formosa). By Adolph Fischer. Berlin, 1900. B. Behr, publisher.

hostile proceedings induced the British Consul, Mr. Gibson, in 1868, to summon to Tainanfu a squadron which was then manœuvring in Chinese waters. This alarmed the Chinese Governor so much that he immediately promised to prohibit with the utmost severity every display of hostility toward the foreigners and to abolish the camphor monopoly. The Taitos (district superintendents), who had chiefly opposed the Europeans, were removed, and peace smiled once more on the latter.

Transporting the Camphor.

In another place the author gives the following description of the transport of the camphor from the stills to the nearest port of shipment:

Hosts of male and female camphor-scented coolies (there is very little difference in their appearance, for both men and women are dressed almost exactly alike), wearing hats of bamboo bark, trotted along in single file, the first indication that we were approaching the camphor-districts. The coolies came from a camphor-still; they carried the camphor or camphor-oil partly on poles, partly in tin cans, boxes, or bags, to the nearest port or river for shipment. This groaning, perspiring mass of humanity, trotting along in a steady jog-trot, the bamboo poles, deflected under the load, beating time, diffused once more a stupefying odor. The carriers always remain anxiously together, forming caravans, in order to be secure against sudden attacks. They remind one of the fact that those parts of the country are near where fights between the aborigines and the greedy Chinese colonists, though only on a small scale, are matters of daily occurrence.

Sodium Bisulphate for Tuberculosis, according to Nicolas (Rep. de Pharm. 1900, 401), is most valuable in the treatment in the initial stages of tuberculosis. The dose is given as 0.20 Gm. (3 grains) about an hour and a half before the first or second meal of the day. The taste of the salt is not disagreeable. In order to avoid the establishment of a habit it is desirable to discontinue it after a day or two's use.

Analysis of Wool Fat.—Borntraeger proposes (Zeit. f. anal. Chem. xxxix 1900, 8, 505) the following method. (1) Determination of water and dirt. Dry one gm. of the fat in a beaker at 110 degrees C. to a constant weight; dissolve the fat in about 50 Cc. of hot absolute alcohol, filter through a weighed filter, wash three times with hot alcohol and dry at 110 degrees C. The loss of weight on drying the fat will indicate the amount of water present while the increased weight of the filter will show the quantity of foreign matter present. (2) Estimation of the non-volatile fatty acids: Evaporate the alcoholic solution to about 50 Cc., and allow it to stand for about 24 hours in the cold; all the fatty acids will separate out, while oleic acid remains in solution; pour off the supernatant liquid wash three times with cold alcohol and dry the solid fatty acids to constant weight of 105 degrees C. (3) Oleic acid: The sum of the water the foreign matter and the solid fatty acids when deducted from 100 gives the oleic acid, which may also be determined by directly evaporating the alcoholic liquid poured off from the fatty acids and drying to a constant weight at a temperature of 100 degrees C.

THE PHARMACOPOEIA AS A LEGAL STANDARD.

At a recent dinner of the Sheffield Pharmaceutical and Chemical Society, Prof. Alfred H. Allen, author of "Allen's Commercial Organic Analysis," proposed the toast of "The Medical Profession" in a bright and telling speech, which was taken up principally with a consideration of the British Pharmacopœia as a legal standard. Many of Mr. Allen's remarks are applicable to conditions existing in the United States, for in only a few States has the Pharmacopœia been recognized as having any legal standing:

When the Committee of the House of Commons was taking the evidence on which the Adulteration Amendment Act of 1879 was based, Dr. James Bell, at that time the Principal of the Somerset House Laboratory, was asked



ALFRED H. ALLEN, F.I.C., F.C.S.,

Author of "Commercial Organic Analysis."

whether he considered the British Pharmacopœia should be made the legal standard under the Adulteration Acts for articles named therein. He replied, with his characteristic caution, that there were some articles the composition of which could scarcely be bound by a rigid standard, and that it was unnecessary to make the Pharmacopœia a formal standard, as practically it occupied that position already. But the Committee on Food-Products Adulteration, which sat recently, had a very carefully compiled draft bill laid before them by the Society of Public Analysts, which proposed that the British Pharmacopœia should be made the standard for articles named therein, with the exception of certain articles to be named in a schedule, the list of which could be extended at any time by order of the Council. This suggestion was not adopted in the abortive act passed in 1899.

It did not matter to a public analyst whether the British Pharmacopœia was made the official standard for drugs or not. In framing his own certificates he simply stated the composition of the

article analyzed, and added a statement of what it should consist to comply with the requirements of the British Pharmacopœia. He left it for the court to decide whether these requirements were reasonable. If the attempts now being so persistently made to displace the Pharmacopœia from the position it had practically held in the past were successful it would in no way affect the public analyst, but it would greatly affect, and he thought most injuriously, the position of the pharmacist. It appeared to him that it was a great advantage to a pharmacist to be able to proclaim that his drugs were of the quality of the British Pharmacopœia. What would happen if some of those gentlemen who were now doing their best to upset the Pharmacopœia were to publicly proclaim on their shop windows that all articles demanded in writing by a medical man were of Pharmacopœia quality, but the articles supplied to the public were diluted, adulterated, sophisticated, or otherwise altered according to the taste, fancy and cupidity of the vender? He challenged any pharmacist to take up such a position, and to take the public into his confidence in the above manner.

It was of supreme importance that, as far as possible, a drug known under a certain name should have a constant medicinal activity, and that could only be assured by an approximately constant composition. Any sophistication or alteration was sure to rebound on the man who made it.

It seems to him that

The Privileges Enjoyed by the Pharmacist,

such as they are, were dependent on his being able to be trusted by the public to supply a good article, and they relied on his education and training as a guarantee that this was done. If he sold sweet spirit of nitre with only one-half or one-fourth of the amount of nitrous ether required by the British Pharmacopœia, it might be a palliation, but it was certainly not a legitimate excuse to plead in defense that the article had deteriorated to that extent by keeping, especially as a very simple and speedy method of testing the article had been placed in the pharmacist's hands. They did not allow a man to sell stinking fish or putrid meat, and had little sympathy with him if he attempted to do so, yet they had pharmacists going to the courts whining with the excuse that the sweet nitre which they supplied the public with had decomposed.

It was astonishing to notice the tone of mind of some gentlemen of whom other things might be expected. A well-known and highly respected member of the British Pharmaceutical Conference recently pointed out that the British Pharmacopœia did not say that camphorated oil must contain 21 per cent. camphor, but merely that that amount was to be used in its preparation. Well, there was some excuse for the pharmacist who sold quinine wine which did not contain 1 grain of the active principle per ounce, since some of it might have passed into the deposit, but there was no excuse in the case of camphorated oil. He knew, as a fact, that it was possible and easy to dissolve camphor either with or without heat in olive oil in the proportion directed by the British Pharmacopœia, and to obtain an article which contains rigidly 21 per cent. of camphor. It was not

true that there was loss in the preparation, and it was not true that camphor was liable to volatilize from the preparation when kept under ordinary condition. It was as permanent an article as any pharmacists had to deal with.

Was that Honest and Creditable!

on the part of a gentleman who claims privileges owing to his education and training in that particular line? It was one of the most discreditable points in their social system that it should be considered honorable for a lawyer, when defending a client, to put forward excuses which he knew to be false; but the right to lie, which the lawyers claimed, was a privilege which pharmacists would do well to disown.

They all knew that a book produced under the ridiculously inadequate conditions which obtained in the case of the Pharmacopœia must be far from perfect, and, unfortunately, the British Pharmacopœia was far worse than it need be. That was a point on which they were all agreed, and so it was not necessary to enlarge on it, but such as it was the Pharmacopœia should be accepted as the Bible of every pharmacist. Disclaim it and the responsibility attaching to their position and they would soon find themselves in the position of the oilman and the grocer. Looking at the attempt now being made to oust the Pharmacopœia from its position as an authority he would suggest that the following heraldic device be emblazoned on any future edition:



Design by Mr. A. H. Allen, Drawn by a C. & D. Artist.

"A closed book, cobwebbed, having on it a shield on which are quartered: A broken mortar, the blue-paper half of a seditz powder, a bottle labeled 'Paregoric without opium,' and a patent medicine stamp. The supporters might appropriately be: On the one side the President of the Royal College of Physicians, and on the other the President of the Pharmaceutical Society of Great Britain, and the motto might be, 'Save us from our Friends.' The coat of arms should be surmounted by a crest, which might be a fancy portrait of the editor as a bird eyeing with distrust the egg it has just hatched; his position, perched on the Pharmacopœia, being emblematic of the fact that while it supports him he does not support the Pharmacopœia."

NERVE AND BONE LINIMENT.

Oil of thyme.....	f. oz. 1
Oil of rosemary.....	f. oz. 1
Oil of amber.....	f. oz. 1
Oil of hemlock.....	f. oz. 1
Camphor.....	ozs. 4
Oil of turpentine.....	pints 3¼
Linseed oil.....	pints 6¼

The Practical College Course for Young Men.

BY RUSSELL H. CHITTENDEN, M.D.

Director of the Sheffield Scientific School of Yale University.

A practical college course, in the highest sense of the term, is one that leads to results of the greatest practical value. It should train a man for some definite end in life, and at the same time afford him a broad foundation upon which to build securely in his future development. This cannot be accomplished by a limited training along some special line of study. Narrow specialization in the education of young men, while perhaps fitting them early in life for moderately remunerative positions, is to be deprecated as lacking those essential qualities that produce broad mental development and a quickening of the reasoning powers. In this age of advanced scientific learning a young man must be thoroughly equipped for the struggle that lies before him if he hopes to rise to eminence in any of the learned professions, or to compete successfully for a prominent position in any department of applied science or in any business that demands technical knowledge and skill. A practical college course that aims to provide a training in any branch of engineering, in chemistry, electricity, mining etc., must do more than simply teach those specific subjects which bear directly on the particular profession in view. There must be full recognition of the necessity for a firm foundation if there is any hope of erecting a superstructure of solidity and endurance. Further, there is grave danger in the teaching of applied science that too great prominence be given to the practical at the expense of the theoretical. There is a growing demand, and justly so, for technical education, and along with this demand an urgent plea for the early equipment of young men for their life work. There is a fascination for the young in the manual training school system, and up to a certain point there is much to commend in this method of education, but more than one institution for higher education has lowered itself by catering too freely to this desire for the practical. How far shall the college course aiming to produce the highest practical results yield to the present popular trend? Shall the college student be taught mechanical engineering, for example, in workshop laboratories after the plan of education followed by the practical machinist, or shall he be instructed in mathematics, in the principles of mechanics, descriptive geometry, etc., with just sufficient application and laboratory demonstration to make clear the connection? In other words, shall the college help to make a firm and broad foundation in the science of engineering, leaving the student to acquire his practical experience mainly after college, or shall we aim to afford a narrower, practical course, easy of acquirement, because free from theoretical complexities?

The Value of Theoretical Training.

There can be no question that in any suitable college course in mechanical engineering, for example, there should

¹ The Saturday Evening Post.

be a judicious commingling of the theoretical and practical, but the shop, laboratory and drawing room work should be mainly for the elucidation of the theoretical, and not as an end in itself. Given a young man of broad knowledge, with a mind cultivated by the higher mathematics, and with a thorough conception of the principles and laws of physics, mechanics, hydraulics, etc., and he will soon adjust himself to the environment of his professional work, and eventually rise to a plane far beyond that of the man whose training has been purely technical. If this is so, then such a method of education is to be recommended as more truly practical. I am told by competent engineers, and the statement coincides with my own views, that it is very questionable if the student of engineering derives as much real advantage from the workshop method of instruction as he would gain by expending the time in the study of scientific principles; that the detailed knowledge of the practical application of principles is best obtained by the young man in the shops themselves after his college course, and although he may at first be handicapped, he will quickly adjust himself to the environment and eventually make a far more competent engineer from his broader knowledge of scientific facts and principles. The main object of the practical college course should be to provide a liberal education along various scientific lines, and yet to afford such facilities in certain directions that the student may acquire a proficiency sufficient to fit him for some professional work, or at least to pave the way for further development along some special line. The practical college course should be characterized by a judicious admixture of pure science and applied science, not forgetting a suitable addition of the humanities; such a mixture, indeed, as will result in a liberal education. The course of instruction should not be too strictly technical, not narrow and limited in extent, but broad and far reaching.

The present age is calling for schools of science, for a line of education and training quite different from that afforded by the classical colleges of fifty years ago. Something more practical is demanded, but this does not mean that the college should be merely a school of applied science, a place where subjects are taught one-sidedly to emphasize their practical application, a place where instruction is given in science alone; but there should be that adaptation to broader purposes by which all subjects should be taught profoundly and with such admixture of linguistics, history, etc., as should make the graduate an educated man and an honor to the community. This view of the subject was forcibly stated by the late Prof. James D. Dana in an address delivered at the Commencement Anniversary of Yale University in 1856, at a time when scientific schools were first being established in this country. He said:

"It is to be observed that the plan we contemplate would include mathematics to its highest departments and through its various applications; the different branches of physics and chemistry; geology in its grandeur as a record of the past, and also its developments respecting mines, building materials and soils; astronomy; mineralogy; zoology; botany; the logic and philosophy of the

inductive sciences; modern languages and their connection and origin; geography in its relation to climate, history, commerce and the progress of nations; drawing and the history and criticism of art; all these, besides the practical arts and sciences in their diversity. . . . The plan so blends the departments of knowledge taught that the student, if he remains long enough to take the benefits offered, will come forth, not shaped only for a single narrow channel of life, but with cultivated intellect and broad views of the world. In the second place, it would make proficient in special departments fitted for stations of responsibility, men who have acquired that wide range of principles and familiarity with their operations which will render science a tool in the hand for farther progress."

Practical Teaching Must be Broad.

This, then, is what the practical college course should aim to provide. A narrow, technical training does not fulfill the requirements. The latter may indeed lead to a certain degree of proficiency in special directions through which opportunities for immediate employment may be obtained, but the man has been trained to work in a narrow groove, and he has not, as a rule, acquired the habit, or the knowledge, which will enable him to grapple successfully with the broader problems which will soon confront him. No young man of spirit is satisfied to remain in a narrow rut all the days of his life, but he is looking forward to advancement; he hopes to rise steadily, whether engaged in professional pursuits or business and commercial enterprises. The young man with a liberal education, however, will always have the advantage, and this is just as true of the young man who is looking forward to a business career as of the young professional man. Every year sees a larger proportion of college men entering business pursuits, and this is bound to be so, for the business enterprises of the present age are on so vast a scale and so far reaching that men of thorough training, men with a liberal education, are required for the highest forms of business pursuits. As President Patton has expressed it: "While the ordinary duties of buying and selling may not require much education, there are, on the other hand, enterprises which involve a comprehensive knowledge of affairs, which call for careful reasoning, which tax a man's power of exact statement, which demand the use of refined forms of expression, and which presuppose a man's ability to associate on equal terms with cultivated and highly educated men."

The practical college course must take cognizance of these requirements and supply that broad training which alone can meet the demand, and this is quite possible without losing sight of the essential point that the practical college course should train men for definite ends in life. In the college course of to-day the student may so plan his work that on the completion of his course he will be proficient in some one thing, and able to make his knowledge practical. He may come out as a civil or sanitary engineer, as a chemist or biologist, trained in mining and metallurgy, or with a fund of special knowledge in history, economics, political science and

sociology, but along with this special knowledge he should have such a training as will give him a scholar's horizon. As President Jordan has said, a college training enables a man "to see things which lie beyond his trade. A shoemaker is likely to measure the world by shoestrings, a grocer to think in terms of tea and sugar, a carpenter to put his universe together by rule of thumb. A scholar wherever placed should look beyond his profession and should see the affairs of the world in their true perspective. This should save him from bigotry, from intolerance, from selfishness. This should make him a more helpful member of society as well as better company for himself. . . . The higher education should make him a better citizen. It should give him the courage of his convictions, for only the educated man has any real convictions."

The college course of to-day has many advantages over that of a generation ago, some of which, at least, are directly helpful in a practical way. This is especially true of the laboratory method of instruction; an innovation which has had a most potent influence in the teaching of modern science throughout the length and breadth of the land. No one influence has had such far reaching effects in the development of educational methods as that which came from the laboratory where were provided the facilities for scientific investigation and careful research; where the student could learn for himself the methods of scientific work, and, if sufficiently advanced, could carry forward under the guidance of the instructor certain lines of original investigation. To-day there is hardly an experimental science which is not taught in the laboratory. Chemistry, physics, biology, physiology, botany, psychology, electricity, mechanics, descriptive geometry, mineralogy, geology, petrology, etc., if taught as demanded by modern methods, must be taught in the laboratory. This tends to make the college course more practical, it trains the student in habits of observation, increases his ability to draw deductions from observed facts, lessens the tendency to accept unquestionably ordinary text-book statements and begets the habit of logical reasoning. Further, of no small influence upon the student body is the greater personal intercourse between student and instructor, which is made possible by the laboratory method of instruction. Class room intercourse counts for something, but of infinitely greater value is that daily personal contact which is found in the laboratory. By this closer contact the instructor learns the personal equation of his students, takes account of individual peculiarities, and can so modify the presentation of a subject as to meet all requirements. This, then, must count as a great gain in educational method, and has done much to make the average college course more practical in its nature. But, as in most other things, there is a right and a wrong way of working in the laboratory. To many students there is a fascination in the purely mechanical part of laboratory work which leads them to devote far more time than they can afford to routine methods which, beyond a certain point, have little educational value. In almost every class in biology and histology having the freedom of the laboratory will be found men who will, if allowed, spend weeks, and even

months, in cutting and mounting sections of tissue, etc., just from a pure love of the work. This, however, is an abuse of the laboratory method, since it begets a belief that they are engaged in scientific work, while in reality they are at play.

Brain and Hands Must be Used.

The tendency to be practical is very liable to lead the young student into wrong paths. To let the mind lie idle while the hands are busy is a common fault and must be carefully guarded against. It is so easy in laboratory work to follow the directions in the book, to copy one's neighbor, without thought of the principles involved or the real significance of the observation or reactions. One may easily lose sight of the true significance and value of the experiment while performing mechanically the different steps of the process involved. A student may work industriously for months in a chemical laboratory without acquiring much real knowledge of the science of chemistry. But if, on the other hand, he is quick to ask himself the reason for every step in his experimental work and does not rest contented until the matter is clear in his own mind, then he is in a fair way to reap full benefit from his laboratory experience. There is no line of study in which progress can be made without mental activity. This is just as true of an experimental science as of Latin and Greek. There is no short road to learning in either science or arts. I have yet to find a man who, having made a failure in the study of Latin and Greek (through lack of ability and not through lack of application), could succeed any better in the study of an experimental science. Mental acumen is as necessary in the one as in the other.

The advantage of the college course as it exists to-day is that it recognizes fully the necessity of fitting a man for his life work, and that it meets the requirements by providing courses of study leading to different ends, so that, whether a young man desires to be a physician, lawyer, engineer, chemist or business man he can find a truly liberal education and at the same time prepare himself for some particular niche in life. But a practical college course, if it is to retain its value, cannot be shorn of all that tends to produce culture, mental refinement, together with breadth and depth of intelligence, without losing a large part of its value. Too narrow technical training, with complete freedom from Latin, modern languages and the humanities, is not practical, since it does not lead to the best results. Further, a practical college course leading to proficiency in any applied science must teach that science in a truly scientific manner.

The young men of the present generation have opportunities for college education such as have never existed before. The incentives for young men to acquire a college training are greater now than hitherto. The rapid development of the sciences and their manifold industrial applications have opened up avenues for new ventures of great magnitude and there is a constantly increasing demand for young men of broad scientific knowledge and training. He who wishes for the fullest possible measure of success must prepare himself thoroughly for his life work, and he can do this in no better way than

by acquiring a broad and liberal education, and this the practical college course aims to provide.

Correspondence.

Druggists and Political Influence.

To the Editor:

Sir: Permit me to suggest that if the pharmacists of the United States wish to have the "stamp tax" law modified so as to eliminate Schedule B, they can easily do so by resorting to politics. It is very easy for them to do this by organizing an association for the purpose.

Here in Chicago there was an association organized to defeat the State's attorney, who was a candidate for reelection. Result: He got more votes than any other candidate on any ticket, but then if there had been no action by the organization the candidate possibly would have had eight or ten more votes than he received.

Really it is wonderful how much influence a few druggists can have when they play politics—the wrong way.

GEO. D. OGLESBY.

Chicago, Ill.

To Urge the Passage of the Pure Food Bill.

To the Editor:

Sir: I would like to say a word in regard to the status of the Brosius Pure Food and Drug bill, which was read at the last session of Congress. This bill is known as H. R. 9,677—"For Preventing the Adulteration, Misbranding and Imitation of Foods, Beverages, Candles, Drugs and Condiments in Washington and the territories, and regulating the traffic in the sale of same between States."

This bill is as near perfection as it is possible to have such a measure. As regards drugs, it provides only for the articles enumerated in the Pharmacopœia, and the standard required is that specified in the United States Pharmacopœia, hence it provides that the goods enumerated in the Pharmacopœia shall meet the requirements specified therein.

The bill was reported favorably to the House toward the close of the last session of Congress, with the recommendation by the Committee on Interstate Commerce that it be passed; it is now on the calendar, and will not be reached in the regular order of business at this session. It must be made a special order, and it is hoped that the Committee on Rules will introduce a special order to have this bill considered before the Christmas holidays, so that it can pass the House and go to the Senate, and this is the only possible way in which to secure the passage of the bill during the coming session of Congress.

If some of our leading men would write to Representative Brosius, Speaker Henderson, Hon. John Dalzell, Hon. Chas. H. Grosvenor, Hon. Jas. D. Richardson and Hon. Jos. W. Bailey and urge them to secure immediate action on this bill, it would have a very favorable effect. There is no doubt that the bill would pass by an overwhelming

majority if it could be brought up for consideration.

Now, can you not take up this subject in an editorial way, urging your readers to write to the Representatives above named, urging them to give it attention at the coming session of Congress? We believe you can be of great assistance by so doing, and hope you can see your way clear to take up the matter in your usual vigorous way.

JOHN F. QUEENY.

St. Louis, Mo., November 15, 1900.

That Vexed Question.

To the Editor:

Sir: A short time ago there appeared in the AMERICAN DRUGGIST an editorial on that perennial and vexatious question, "the ownership of the prescription." Is it not time that this question was settled? Or at least some concerted effort, on the part of the physician and pharmacist, made toward its settlement? It is hardly probable that the question can ever be legally settled, as the probability of legal settlement is exceedingly remote. Until the laws of each State embody an identical statute on the subject, or the supreme court of each State hands down an identical decision on the subject, there can be no legal settlement of the question. Until that happens there will remain grounds for disputes and suits at law by the disputatious or litigious citizen who feels that his rights are invaded when the pharmacist refuses to give him back the original of the prescription that he has filled.

I believe that the question can be practically settled on moral or ethical grounds, so that dispute and litigation may be done away with, or at least reduced to a negligible quantity. It can be done if the physician and pharmacist can find a common ground upon which to stand and a common point to argue from. In seeking for a common ground from which the physician and the pharmacist may see the question from the same point of view, let us first examine into the genesis and *raison d'être* of this thing that we call the prescription.

In the beginning of the healing art, or in the early history of medicine, the physician was also the apothecary, or the apothecary was also physician, as you will, for the two were identical. The two professions had not yet become differentiated and separated. The physician-pharmacist visited, or was visited by, the sick. He examined the patient, diagnosed his condition according to the science of the day and age and mixed or compounded and administered or applied his remedies for the condition or disease from which he believed the patient was suffering. These medicines were carried to the patient's bedside and then compounded and administered or applied, or the physician returned to his shop or laboratory and there compounded the medicines and carried or sent them to the patient.

At a later period the physician took unto himself an assistant or apprentice. The assistant was an embryo physician, an apprentice to the art of healing, learning his master's art, that he too might in the course of time become a physician.

The first part of the instruction that the assistant received from his master

was the collection, preservation and compounding of the drugs with which diseases were treated. In that stage of his existence the assistant was the first real pharmacist. He was the first person not a physician to compound and dispense drugs and medicines.

As medical knowledge broadened and the armamentarium of the physician increased it remained no longer possible or practicable to carry the medications to the patient's bedside and there compound them. The number of medical substances had become too great and their preparation had become too complex to admit of this. Consequently physicians began to leave off the carrying of medicines generally and began writing orders on their assistants for the necessary drugs. Such orders were the first written prescriptions, using the word in the same sense that it is used to-day.

Thus we see that the written prescription was originally a memorandum or order given by the physician to his assistant, to give or send to the patient certain drugs to be administered according to his instructions.

We can thus see at this stage of the development of the prescription that there could be no possible claim on the part of the patient of any proprietary right or ownership in this order or memorandum. Later on some physician or physician's assistant saw, or thought he saw, that there was more honor, or more money, to be made in keeping a public shop or laboratory for compounding medicines than in his present employment. Possibly some assistant thought he could do better working for many physicians than he could working for one, and so the first public pharmacy or apothecary's shop was born. It was a place where drugs and medicines were prepared and sold to physicians and the public, and it must have filled a want, for such shops quickly multiplied and physicians began to give up the keeping of drugs and the laboratories for their preparation. Instead they wrote an order on the public apothecary for the drugs needed in each case, and the patient took it or sent it to the apothecary and got the medicine that it called for. Heretofore the charges of the physician had always included services and medicine, now the physician charged for his services and the apothecary for the medicine. That the nature of the medicine prescribed should remain a secret between the physician and the apothecary it was written in a dead language or in a technical manner so that it could not be deciphered by the laity.

Now, that is just what the prescription is to-day, a confidential order or memorandum written by the physician to the pharmacist. That the patient may not understand the kind and combination of medicine ordered it is written, as a rule, in a language or in a manner unintelligible to the patient. The "implied contract" between the physician who wrote it and the pharmacist who receives it is that the pharmacist shall prepare it from the best drugs, "*secundum artem*," and label it as he directs, and not otherwise, and deliver it to the patient without criticism or comment, or in any wise disclosing its nature or the names or identity of the medicines entering into its composition. Any inquiries on the patient's part as to the nature or efficacy of the medicine or its applicability in certain con-

ditions of health or disease are to be met by referring the patient to the physician for an answer to such inquiries, for in the very nature of the case he is the only person who can intelligently answer such questions. It is clear that the prescription, the written piece of paper, can have no intrinsic value aside from the information that it conveys, and as this information is confidential between the physician and pharmacist, it is hard to see any justice in the claim of the patient to a property right in it.

The usual contention of the patient is that the prescription of a right belongs to him, that he has bought and paid for it. He will tell you "I want that prescription back. I just paid the doctor \$10 for it and I'm not going to give it to you." Clearly the patient is in the wrong, and his argument is based on wrong premises. It was not the prescription that he paid the doctor \$10 for, but for medical skill, advice and treatment. The prescription was a mere incident of the treatment. The doctor wished to use certain medicines in the treatment of his case. Not having the medicines on hand he writes an order on the pharmacist for them, and tells the patient to get the medicine and take it thus and so. If, instead of writing a prescription for the medicine, suppose the physician had then and there prepared and given it to the patient, would the patient dare demand that the physician tell him what the medicine was, so that he could get more of it and doctor himself whenever, in his estimation, he was suffering from the same ailment?

If physicians admit that the patient can of a right demand that they disclose to them the technique of their treatment and the nature and kind of medicines given them, then and then only can they admit that the patient is the owner of the prescription. It is clear to my mind that the true owner of the prescription, if there is any property right at all in it, is the physician who wrote it. Its proper custodian is the pharmacist who prepared it. The relation of the patient to it is simply that of a messenger who bore it from the physician to the pharmacist. It is given to the patient simply as a matter of custom or convenience. The doctor could send it to the pharmacist himself if it were not for the inconvenience of such procedure. As it is he gives it to the patient with the implied consent to consult his own convenience as to the time and place of having it filled.

As a proof of the fact that the physician is the sole owner of the prescription, it is only necessary to point to the fact that it is generally conceded that the physician has the right to forbid the refilling of a prescription, or of giving the prescription or a copy of it to the patient.

So to recapitulate: The physician is the true owner of the prescription, and the pharmacist is its custodian. The pharmacist may preserve it as a voucher or proof of the correctness of the medicine. Or he may destroy it after filling it if he so wishes. The order having been filled and the medicine delivered and paid for the mission of the prescription has been accomplished. As a matter of fact and also as a matter of custom the pharmacist preserves the prescription, partly as a protection to himself and partly as a matter of future profit to himself in refilling such pre-

scriptions as are not forbidden to be refilled by the physician.

If the medical and pharmaceutical professions will accept this view of the ownership of the prescription, or some other view on which to base a unanimous opinion, the question would be soon set at rest. With every medical college and every pharmaceutical college, every medical and pharmaceutical society, and every medical and pharmaceutical journal accepting and contending that the physician owned the prescription; that as a matter of right and as a voucher for his protection it should be left in the custody of the pharmacist; that the patient has or never had any property rights in it, it would not belong before the general public would be taking the same view. If, whenever the suggestion of the ownership of the prescription came up between the druggist and a customer, the customer was met on all sides with the same unanimous opinion from all doctors and all druggists, he would soon be convinced of the unsoundness of his claim. It would be a stubborn person indeed who would have the temerity to go to law over it in the face of all that evidence.

It may be thought by many that the question is not of enough importance to take the trouble to settle, but in my opinion anything that is a source of irritation between the physician, the pharmacist and the patient is worth taking a great deal of trouble to remove. Most physicians are liberal enough to see that the refilling of their prescriptions does little or no harm. What he does object to, and what leads the public to indiscriminate self-medication is a disclosure to the patient of the remedies that he prescribes and their medical properties.

There are a few physicians narrow minded enough and mercenary enough to feel that they have been cheated out of a fee whenever one of their prescriptions are refilled. There are very few such physicians, however; so few that they are hardly worth taking into consideration.

The great body of physicians care not how much of the prescribed medicine is used by the patient so long as its use is really beneficial. It is only the misuse of their prescriptions that they object to.

W. A. DAWSON.

Hempstead, N. Y., November 15, 1900.

OWNERSHIP OF PRESCRIPTIONS.

A Southern View.

A considerable number of letters has recently been written in Northern papers concerning the ownership of prescriptions. The correspondence originated with a New Yorker, who had consulted a physician as to his health, and had obtained a prescription from the physician which he carried to a drug store and had filled there. The drug man refused to surrender the prescription to the patient—although the patient had paid spot cash for the medicine—on the plea that the prescription after it was filled belonged to him (the drug man).

Under the circumstances the patient wrote a letter to the New York Times inquiring as to the ownership of the prescription. He said that he had paid the doctor's fee for consulta-

tion, which he supposed covered also the prescription; and he had paid the pharmacist's charge for making up the prescription, and he imagined, therefore, that, as he had paid in both cases, the piece of paper on which the prescription was written must belong to him (the patient).

A number of persons, including physicians, pharmacists and representatives of the general public, jumped at once into the discussion—the physicians and pharmacists mostly arguing against the patient's claim of ownership, the representatives of the general public holding emphatically that the scrap of paper with the hieroglyphics on it belonged to the patient.

One representative of the public made the strong point that, if the theory of the physicians and pharmacists as to the ownership of the paper were correct, the patient, in spite of his having paid the physician's fee and the pharmacist's charge, had no locus standi in the transaction at all—he was merely a messenger whose function, as far as concerned his relations with physician and pharmacist, was simply to carry a parcel from the one to the other!

This presentation of the case rather feazed the physicians and pharmacists, until one of the last named came very adroitly to the rescue with a statement that he would not fill a prescription unless he were allowed to retain the paper with the doctor's sign manual appended to it.

His reason, as he volunteered it, was that he had to keep the document in self-defense, for, if anything untoward were to happen to the patient after taking the drug or mixture prescribed, he (the pharmacist) might get into serious trouble if he could not produce the prescription and show that it had been filled as per the doctor's order.

The ownership question, as far as we have seen, has not yet been definitely settled; and it will never be settled until the *jus tertii*—the patient's whole or partial ownership—has been recognized. But the patient and the drug man will go on with the compromise which they have expressly or tacitly had with each other in the past—that the drug man shall retain and file the original, which the patient may view at reasonable times, and that the patient shall be furnished with a "copy" of the prescription, which he may use at his convenience.—New Orleans Times-Democrat.

The Arkansas Association Year Book.

The Annual Proceedings of the Arkansas Association of Pharmacists, giving a report of the transactions at the meeting held at Little Rock, on June 12-14, has just been issued. The report has been somewhat condensed by the secretary, but is attractive and interesting in matter. One of the more notable papers is by J. W. Beldelman, of Little Rock, giving a history of the association from its foundation. The volume is most attractively bound in covers of brilliant red with gold ornamentation and initial letter.

"Profitable Advertising" for October contains a very readable article on "The Advertising of Dyspepsia Remedies in America," from the pen of M. P. Gould, of New Haven, Conn., widely known as a writer of advertising for druggists.

Queries and Answers.

We shall be glad, in this department, to respond to calls for information bearing on pharmacy or any of its allied topics, and cordially invite our friends to make use of this column.

The name and address of the inquirer must accompany the communication, not for publication, but to assure attention, as we make it a rule to pay no regard to anonymous correspondence.

Prescription for Criticism.—J. F. O'C. asks us to criticise the following:

R. Vin antim.....3iij
Vin ipecac.....3iij
Acet. sanguin.....3iij
Syr. prunl virg.....3iij

Our correspondent states he has mixed the ingredients in the order given, and has found a precipitate to form when the vinegar of sanguinaria was added. He asks if it can be mixed without a precipitate forming or whether the mixture may be filtered without impairing its medicinal value.

The precipitation observed in this prescription is due probably to the deposition of coloring matter from the blood root, and we do not think there would be any objection to filtering the mixture. The precipitation might be avoided by adding the vinegar of sanguinaria to the syrup of wild cherry and mixing before adding the other ingredients.

A Question by a Drug Clerk.—Drug clerk writes: "I have a question to submit to you for answer at the risk of being considered stupid and ignorant; but I never had occasion to figure out quantities in this way. The question is connected with this sample from Remington's pharmacy:

Oil of juniper.....parts 10 or min. 24
Oil of caraway.....part 1 or min. 2
Oil of fennel.....part 1 or min. 2
Alcohol.....parts 3,000 or fl. oss. 16
Water, q. s.....parts 5,000 about pts. 1½

"What I wish enlightenment upon is as to how one is to figure out 10 parts to equal twenty-four minims, 1 part to equal two minims and 3,000 parts to equal sixteen ounces. Upon what basis is this figured out and how should I proceed to fill the prescription if it were written only in parts? How am I to arrive at the conclusion that 10 parts are equal to twenty-four minims, etc.? Please answer plainly and oblige."

The choice of twenty-four minims as the equivalent of 10 parts is purely arbitrary. It would have been easier and simpler to have considered 10 parts as equal to ten minims, but this would have diminished the total volume of the mixture. Prof. Remington takes 10 parts as the unit and gives it the value of twenty-four minims, then one part of twenty-four is approximately two, although two and a half would have been a more accurate division. If 10 parts equal twenty-four minims 3,000 parts of alcohol will equal twenty-four minims multiplied by 300, or fifteen ounces. The figures given by Professor Remington are approximate figures only, and his basis for calculation is as here stated.

When a prescription is handed to you

in which the quantities are ordered by parts you are at liberty to consider the parts as grains, minims, drams or ounces or cubic centimeters or grammes.

It is best to take the lowest quantity for the unit, and figuring this way Professor Remington's example would read as follows:

Oil of juniper.....parts 10 or min. 10
Oil of caraway.....part 1 or min. 1
Oil of fennel.....part 1 or min. 1
Alcohol.....parts 3,000 or fl. oss. 6½
Water, q. s. parts 5,000 or about fl. oss. 10½

If it is desired to make only 10½ fluid ounces this method of calculation will be found to answer the purpose, but if a definite quantity, as say, one pint or one and one-half pints is wanted, Professor Remington's method will be found most satisfactory, since his calculation is based on the ultimate volume desired and his equivalents for parts are chosen accordingly.

The question is an exceedingly elementary one, and we trust we have made it quite clear to our correspondent.

Strontium Incompatibility.—F. H. B. had the following prescription to dispense:

Strontii bromidi.....3i
Sodii sulphatis.....3iv
Liq. potass. arsenit.....m. xx
Aqua ad.....5viij

On dissolving the salts in water F. H. B. noticed a white precipitate form which he is unable to account for. The precipitate is due to interaction between the strontium bromide and sodium sulphate, resulting in the precipitation of insoluble strontium sulphate. There is no way of avoiding the decomposition, and the prescriber should be asked to administer the sodium sulphate separately.

Board Examinations.—X writes: "Do you think it necessary for a Board of Pharmacy to re-examine a man in the same branches he once passed in? Do you not think he ought to receive credit for the work he was successful in, and be examined in the branches he failed in only, at the next meeting of the Board?"

We do not think it is customary for pharmacy boards to re-examine candidates in those branches in which they have passed successfully. At least it was not so with the old New York City Board of Pharmacy, where a man passing a successful examination in, say, materia medica, pharmacy and toxicology, but failing in chemistry was required at the next examination of the Board to satisfy the examiner in chemistry only, the candidate being given credit for his proficiency in the other branches.

As to the question of the wisdom of subjecting a candidate to a re-examination on subjects in which he has already proved his proficiency, we do not see anything to find fault with in the system. If a candidate for registration as a pharmacist is possessed of the requisite knowledge re-examination in any subject should have no terrors for him. The purpose of a Board examination is to ascertain the competency of the candidate to practice his profession, and there are no legal restrictions in any of the States as to the manner in which this determination may be arrived at.

Wax Polish for Wood Fixtures.—C. A. W. asks us for the formula of the beeswax finish which is applied to saloon or bar fixtures. He adds that the application does not spot when water is dropped upon it in daily use.

The bulk of the wax polishing mixtures of this class consist usually of a solution of beeswax in linseed oil in varying proportions. Sometimes yellow resin soap is added, together with oil of turpentine, but the simplest form of wax polish is made by dissolving yellow beeswax in boiled linseed oil by heat, the proportions being boiled oil, 10 ounces; beeswax, 1½ ounces. This is applied by a "rubber" and at once polished off.

A preparation much esteemed for its polishing properties when applied to polished wood surfaces is made as follows:

Beeswax.....lb. ¼
Yellow soap.....lb. ¼
Water.....pints 6¼

Boil to a proper consistency with constant agitation, then add 10 ounces each of boiled linseed oil and oil of turpentine.

For use the above mixture is diluted with water, spread upon the surface with a painter's brush and then polished off with a hard brush, cloth or leather.

Glycerin and Chlorate of Potassium.

—P. M. W.—There is no danger in dispensing these two substances in solution. The chlorate is a stable salt, and does not undergo decomposition in solution, except under the influence of heat or acids. It is not decomposed in contact with organic matter like the permanganate.

Benzol and Benzin.—P. M.—The term benzol is used by chemists to indicate coal tar benzin as distinguished from petroleum benzin. The term benzin used by itself refers to the fluid obtained by the fractional distillation of crude petroleum, and it would perhaps be better to designate it as petroleum benzin. The nomenclature of the volatile products of petroleum is still somewhat confused.

To Dye Hair Gray.—G. L. G.—It is a most unusual request which comes to us from a correspondent in New Jersey for "a reliable formula for bleaching the hair gray." It is a refreshing deviation from the customary inquiries of this kind. Requests for the formulas of preparations of polychromatic potentiality are numerous within the limit of some dark color, but we seldom hear of a demand for gray dye.

We suppose that in an elderly person the hair could be made to take on a bleached or grayish appearance by the application of solution of hydrogen dioxide, say in the strength of 5 per cent.

It should be applied to the hair, which has first been thoroughly freed from grease by washing with an alkali carbonate or soap, by means of a tooth brush, and the hair allowed to dry naturally in the sun. This is the nearest approach to a gray hair dye that we can think of.

Whipped Cream.—D. V.—There are a great variety of formulas in use for this preparation; but the simplest of all provides for the beating up of fresh sweet cream with sugar and gelatin. To a pint of fresh sweet cream is added a heaping tablespoonful of pulverized sugar and a desertspoonful of gelatin, which has been previously dissolved in two fluid ounces of water. Now by means of a cream whipper or Dover egg beater whip the mixture slowly for a minute or two until a heavy froth gathers on top. This froth, when of the right density, constitutes the whipped cream. The mixture must be whipped, and skimmed alternately until the desired quantity of whipped cream is obtained. A small quantity of fluid cream usually accumulates in the container, which has to be strained off. The operation should be conducted in the cold, and it is advisable to keep the vessel surrounded by cracked ice during whipping.

The term "whipped cream" is applied in some pharmacies to a soda fountain preparation fully charged with carbonic acid gas.

For fountain use the following is a favorite formula:

Vanilla extract.....	ozs. 2
Caramel	oz. 1
Tincture of soap bark.....	ozs. 15
Gelatin solution.....	gal. 1
Syrup	gal. 1
Water	gals. 5

This mixture is placed in a ten-gallon fountain and a pressure of carbonic acid gas applied equal to about 100 pounds. The gelatin solution is made by dissolving 3 ounces of gelatin in one gallon of water.

Another formula given in Hiss's "Manual of Beverages" is as follows:

Gelatin	ozs. 4
Whites of eggs.....	8
Vanilla extract.....	ozs. 2
Syrup	gal. 1

Dissolve the gelatin in one pint of hot water, first hydrating it, thoroughly beat the egg white, add to the gelatin solution, mix the whole with the syrup and extract, introduce into the fountain with 9 gallons of water and charge with carbonic acid gas to 90 or 100 pounds.

"H₂C₂H₃O."—H. A. D. asks us the name of the chemical which this symbol represents.

It is evidently meant to stand for ethyl alcohol, but one of the letters has become transposed. Stated thus: C₂H₅OH, it is the chemical symbol for alcohol.

Coloring Material Soluble in Benzin or Turpentine.—H. A. D. says he wishes to dissolve some kind of blue material in benzin or turpentine and asks what dye will answer for this.

Aniline blue would best answer the purpose here, we think, providing it is properly manipulated. Indigo-carmin might also be used. Suitable dyestuffs for the purpose desired may be purchased through any of the large essential oil dealers whose names are mentioned elsewhere in this department.

Advertising Ideas.

Under this heading we shall conduct a practical discussion of store methods and advertising for retail druggists. The Department Editor will be pleased to criticize advertisements, suggest improvements and answer all questions coming within the scope of this department, provided they are accompanied by the name and address of the writer.

ULYSSES G. MANNING,

DEPARTMENT EDITOR.

SELLING CHRISTMAS GOODS.

WHEN customers come to your store seeking holiday goods it is necessary before you can get down to business that you learn what sort of person they are seeking gifts for. You also wish to know as soon as possible about what they wish to pay. These facts determined you can begin to show goods intelligently.

Now your advertising should do much of this same work in places where you are not. It should anticipate the customer's questions and your answers. It should tell people what you have, why the goods are specially desirable and whom they are best suited for. This sort of information will not only attract people but they will also come with the buying partly accomplished. It economizes time at a period when such economy is desirable, and it increases the satisfaction of both buyer and seller.

An advertisement is a salesman, and in order to be an adequate one it must tell people as closely as possible just what they wish to know. In writing holiday ads. the customer must be kept prominently before you. Tell him what you have at certain prices. Tell him what new things you have. Tell him what you have for women, for young ladies, for children and for men. Give prices when you can, not necessarily because they are low prices, but because they are part of the needed information. Make your advertising suggestive and helpful. Such advertising is sure to be read and can hardly fail to pay.

Some Good Examples.

Considerable space is given to the reproduction of portions of ads. used previous to the holidays last year by H. F. Ruhl, Manheim, Pa. Mr. Ruhl used large ads. The portions shown are the general introductions, which are excellent, and a few sections from the body of the ads. The headings usually extended across the top of the ad. while the descriptions and prices were arranged in narrow columns beneath. Mr. Ruhl's advertising in general plan and in detail was the best submitted to this

department last year. The examples shown may be helpful to many in the preparation of this year's ads.

Some Holiday Ads.

Common Sense Gifts.

Year after year there is more common sense shown in the choosing of gifts. Usable things—that's the idea. Gifts that combine usefulness with beauty are appreciated all the more. From our stock the following will serve as common sense gifts: Brushes, combs, fine box papers, pocket knives, razors, manicure needs and shaving necessities.

We wish to impress upon your mind the fact that our prices are right. We can save you from 10 to 25 cents on the dollar on the same quality goods. Our expenses are light. We buy for cash. We sell at a closer margin of profit than usually charged.

You can save time and thought when you have a gift on your mind if you "walk in and look around."

Comfortable Christmas Shopping.

We wish to impress upon your mind the wisdom of early buying. Remember you can do your shopping with comfort these days. Our assortments are unbroken. There is less crowding and hurrying. We can give more attention than later on. You can select any article now and by making part-payment we'll put it aside until you wish it.

Our planning has been even more liberal than heretofore. Our stock includes brushes, combs, perfumes, toilet waters, fine box papers, pocket knives, fine soaps, manicure needs, shaving necessities, Kodaks and Kodak supplies. We know our prices are right. A clerk in one of the other stores seeing our price mark on an article exclaimed: "What! do you get only \$1.90 for that? Why, we charge \$2.50."

Come in and "look around." We'll take especial pleasure in showing you these goods whether you intend to buy or not.

Choosing a Gift

often takes more time and thought than you can spare. You can save both by coming here when you have a gift to buy.

There is nothing surer to give pleasure to the recipient and satisfaction to the giver than perfumes, brushes,

combs, manicure needs, toilet waters, fine soaps, shaving necessities, fine box papers, pocket knives, fountain pens, box kites, Kodaks and Kodak supplies. The important features, beauty, usefulness and genuineness, exist in such a gift.

Gifts for distant friends will be packed ready for mailing, or for the express. If desired, articles may be left in our care for delivery in any part of the town on Christmas morning.

We are anxious to help you and are only waiting for an opportunity.

Perfumes.

If it's for a woman, there can't be any daintier Christmas box than a box of perfumes. We have the boxes in various pretty gift styles containing generous sized bottles.

One or two bottles in a box, 25c. to \$1.15. Toilet waters, all the favorite odors—25c. to 45c. a bottle.

In bulk perfumes all the favored makes and odors are here. 35c. and 40c. an ounce.

Boys' Pocket Knives.

Do you remember your first knife—didn't it feel bigger than a roll of bank notes do now?

There's a world of joy in a two-bladed jack-knife. 15c. and 22c.—Better jack-knives for 31, 35, 42 and 57 cents.

A novelty—got up for Christmas, but it will be a favorite all the year round—is a knife with ring and chain attached. Even the most careless boy can't lose it. Two blades 25c.

Holiday Perfumes.

Perfumes are always acceptable.

You can hardly fail to please your friend—especially lady friend—with perfume.

Our perfumes are good perfumes—delicate, true to the flower, lasting. Thirty different odors made by these famous perfumers: French, Cave & Co., Lazell, Lunborg, Colgate, Seely, and Garwood.

One or two bottles in a box; 25c., 35c., 45c., 60c., 75c., 95c. and \$1.15.

Florida Water. Our Own, 40c. a bottle. Laskell's 17c. and 45c. a bottle. Toilet Waters. These odors: Carnation Pink, Heliotrope, Lavender, Persian Bouquet, White Lilac, White Rose and Violet.—25c., 30c., 35c. and 42c. Bay Rum, half pint glass stoppered bottle, 25c.

These soaps are delicate enough to be used as gifts:

Colgate's Floris, box of three cakes, 45c. Colgate's Cashmere Bouquet, 25c.; box of 3 cakes, 70c. Roger & Gallet's Savon De Violette, 25c.; box of 3 cakes, 65c. Roger & Gallet's De Parma Violette, 35c. a cake.

The Prize Advertisement.

The American Druggist offers a prize of books to the value of \$2, each issue, for the best retail druggist's advertisement. The prize is this time awarded to Richard H. Lackey, Philadelphia.

CRITICISM AND COMMENT.

Interesting Physicians.

Editor Advertising Ideas:

I inclose a series of five postals. As you will see, they are to be sent at intervals of

two weeks, to endeavor to start the winter's prescription business. I shall send out two hundred of each from a list of names of physicians, taken from my files, and hope to get a response. Richard H. Lackey. Philadelphia, Pa.

The cards, the text of which is reproduced, will prove excellent little reminders to the physicians. Such a campaign costs but a trifle and can hardly fail to do enough good to justify it. I think in

Philadelphia, Nov. 1, 1900.

Dear Doctor:

We dispensed last year close to twelve thousand prescriptions. We are running ahead this year. We account for it this way: We do right work, use best materials, give prompt service and charge a fair profit. You can count upon expected results if we do your compounding.

Yours respectfully,

Philadelphia, Nov. 15, 1900.

Dear Doctor:

We are prepared to supply a superior quality of Norwegian Cod Liver Oil, with so slight an odor and taste as to be scarcely recognizable. It is the Peder Devold brand of Lofoten Oil and is famous for its quality. We dispense it in stone bottles, which exclude the light and prevent its decomposition and the separation of iodine. It retails at 40c. per pint bottle. We would be glad to send you a sample on request.

Yours respectfully,

Philadelphia, Dec. 3, 1900.

Dear Doctor:

When you want Antitoxin you want it quick. We carry both Parke, Davis & Co.'s and Mulford's, and constantly have a fresh supply on hand.

We are ready to furnish any likely formula in Hypodermic Tablets. You can probably save time by coming here when in urgent need.

Hypodermic Syringes, Clinical Thermometers, Fresh Vaccine Virus are also well represented in our stock.

Orders by mail or telephone promptly delivered.

Yours respectfully,

Philadelphia, Dec. 17, 1900.

Dear Doctor:

We do not pretend to carry in stock all the New Remedies; that would be almost an impossibility. But we do keep our stock up to the demand for those preparations whose claims for recognition appeal to the judgment of the profession. We are glad to supply any demand for any article, even if doing so entails a loss; we will trust to the future for the profit. Order anything you want; we'll supply it gladly.

Yours respectfully,

Philadelphia, Jan. 1, 1901.

Dear Doctor:

We compound prescriptions as we think you would like to have them compounded, and as we know they should be. Every prescription receives our best attention. We do enough business to keep the stock moving and you are sure of fresh ingredients. Drugs are right, skill is superior, service is quick and prices fair. We believe your patients will get a more prompt benefit if we do your compounding.

Yours respectfully,

this instance a card every week would be justified. The effect of persistence would be increased and the receipt of so brief a message at short intervals would not be annoying to the doctors.

Prognosis Unfavorable.

H. B. S. sends labels of eight special preparations upon which he has built up a good local sale. He wants to know how with very small capital he can push them in a wider market. I do not think it possible for him to accomplish what he wishes. Eight preparations are entirely too many. There might be some hope with one. A thousand people have

made the mistake of trying to push a variety of remedies at once; this seems to be an error common to all novices. It cannot be done for many reasons not necessary to explain here. The only hope is to pick the remedy for which there is the greatest general need, and then push in a field as small, relatively, as your capital. One little world conquered you can go on to others, but certain loss will result if your effort is distributed over larger territory than you can cover with your pile. In a limited field, one little town, perhaps, you can be on an equal footing with the million dollar proprietary man; can use as much space, can circularize as freely. You can learn there how slowly success comes, and the lesson of patience and persistence will be invaluable when you reach the point where the road points straight ahead into new domains.

The Man Who Dared.

I received at first hands a pretty good advertising story the other day. It is that of a man now prominent in the drug circles of a Western State. Eight years ago he was a drug clerk in a town of eight thousand. He had eight hundred dollars and was able to borrow eight hundred more, and with that he began business in a town near the one where he had been employed as a clerk. This town already had one drug store to each seven hundred inhabitants. His store made one to six hundred, but it was surrounded by a good farming community.

He was unmarried, slept in the store and economized at every point possible. He began business in '92, when business was at very low ebb, and the following year it was lower still, but not with our young friend. From the first he put into advertising every cent he could scrape above bare living expenses. As he expressed it, "I was bound to see what there was in it." And he saw. It was hard sledding for a year, a little easier the next, and perfectly smooth traveling thereafter. He has devoted every year since he began from 2½ to 3 per cent. of his gross sales to advertising. He has never missed changing his ads. In any issue of his newspapers since he began business. He has weekly papers only, but has supplemented the newspaper work with circulars and circular letters on important occasions.

The result is that there is one less store in his town than when he began and the town has gained 2,000 inhabitants in that time. He now does as much business, probably, as all the other stores combined. He is long since out of debt, he has a very large stock, he has money invested in outside enterprises, and he is married and the happy father of three children.

Not quite all these results can be attributed to his advertising, but it is responsible for a large portion of them, and what he has done under rather unfavorable conditions is a fair example of what might now be more easily done in hundreds of places throughout the country.

"The Bacillus" is the suggestive title of a bright little periodical which appears as the official organ of the Illinois Medical College Summer School of Medicine, of Chicago. Write to Dr. Herman H. Brown, 103 State street, Chicago, for a free specimen copy, mentioning the AMERICAN DRUGGIST.

Geo. C. Diekman

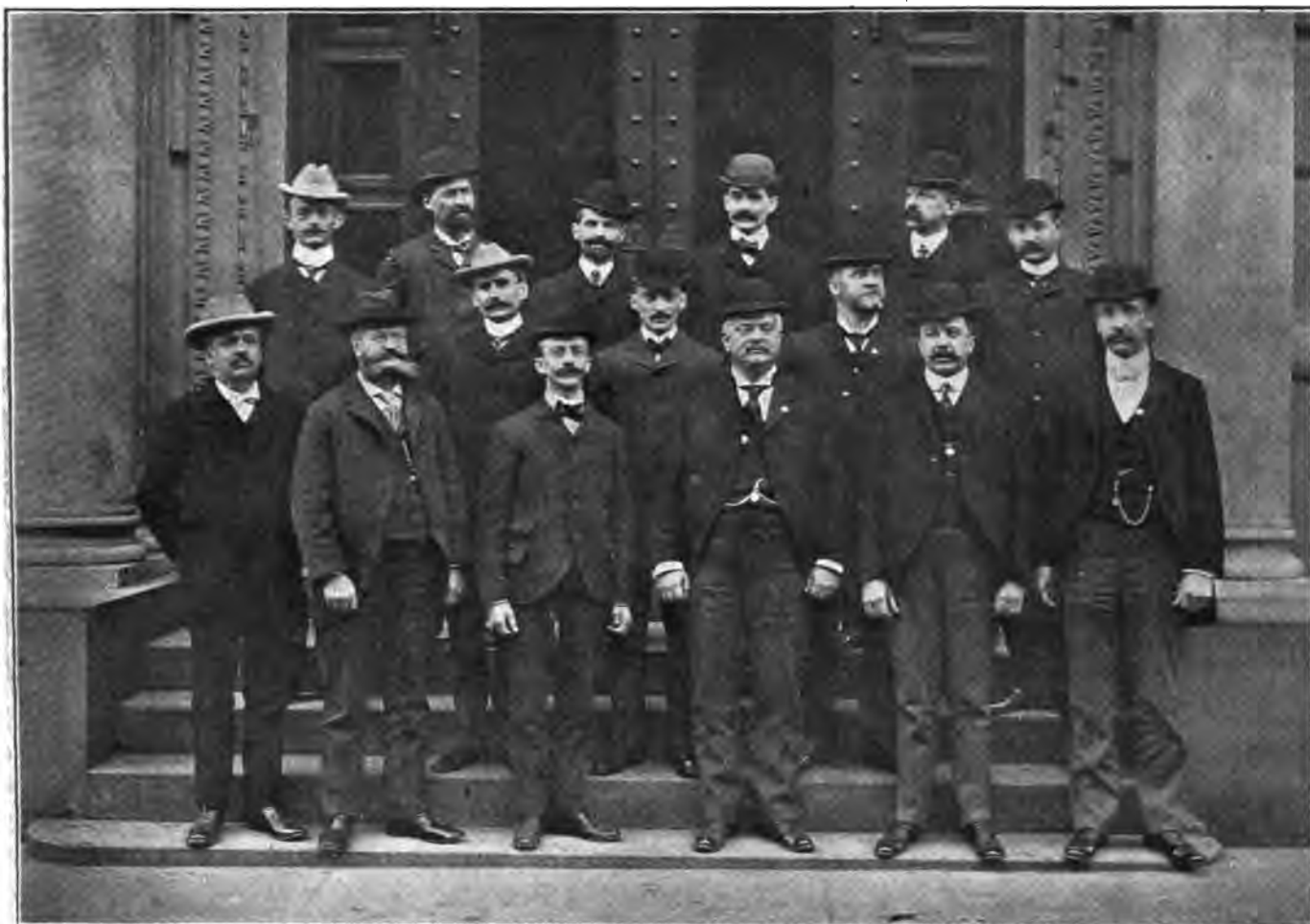
Sidney Faber

E. M. Jewell

A. M. Palmer

C. O. Bigelow

Geo. Reimann



Geo. H. Merritt

J. C. Smith

R. K. Smither
Chas. B. Sears

W. L. Bradt

Wm. Muir

W. G. Gregory

B. M. Hyde

A. H. Brundage

Members-elect of the New All-State Board of Pharmacy for New York.

NEW YORK'S ALL-STATE BOARD.

Settling Preliminary Details.

The members-elect of the new All-State Board of Pharmacy continued the informal conference which was interrupted at Albany last month at the College of Pharmacy in this city on November 15 and 16.

There was a full attendance of the Board and the only break in their proceedings was a temporary adjournment to the exterior of the building to pose before the camera at the solicitation of a Brooklyn member of the Board. The engraving shown herewith is an excellent reproduction of the photograph taken.

Arranging Modes of Procedure.

Some of the more important provisions of the law came up for discussion at the meeting, and with a view to the carrying out of the various subdivisions of Section 194 and succeeding sections, the Board decided to send out an official circular to the proprietor of every pharmacy, store, or place where drugs are sold, asking him to fill out a blank prepared for the purpose, in which particulars would be demanded of the assistants and apprentices employed, together with other desired in-

formation, such as inquiries as to whether the latest editions of the Pharmacopœia and dispensaries are available for reference in the store. The person addressed will also be requested to paste a poison label on the blank as evidence that he is aware of the law as to the sale of poisons.

It is understood, of course, that while the local sections will be to a certain extent autonomous in their functions, no specific action regarding the extension of the poison schedule, or the enforcement of the law generally, can be taken without action by the Board as a whole.

A committee on the character and standard of drugs was arranged for, and this committee will have charge of the enforcement of the provisions of the law regulating the sale of poisons.

Meetings of the Board.

The question of the meetings of the Board was one which resulted in considerable discussion. It was decided that the State Board as a whole should meet at Albany quarterly, the first meeting to take place on January 7, 1901. As for the Eastern and Western sections, they will meet simultaneously on the third Wednesday of each month excepting July and August—the Eastern Section alternately in the Brooklyn and New York Colleges of

Pharmacy—and the Western Section at Buffalo. The Middle Section is to meet only five times a year, in February, April, June, October and December. In order not to make students travel too far there will be two places of meeting—Albany for the up-State applicants, and Rochester for those in the Mohawk Valley and southern end of the State. Three of the members will attend at one city and two at the other, and if it is found that five times a year is insufficient, there will be more time set apart for them.

The First Meeting for Examination.

The Eastern Section holds its first meeting on January 16 in the Brooklyn College of Pharmacy, and the Western on the same date at the Buffalo College of Pharmacy in Buffalo. Applicants will be required to take examinations on the following subjects: Materia medica, botany and pharmacognosy; theoretical and practical pharmacy, including practical work at the prescription counter, reading and interpreting prescriptions; toxicology and posology, and pharmaceutical chemistry.

Questions to Be Uniform in the Different Sections.

Examiners will propound the same questions at all the meetings. These questions will be prepared in turn by

each section. It was decided at the informal gathering that the order of precedence at the start should be: Eastern, Middle and Western. It was thought that this system of procedure would assure a fairer test than if each section were permitted to invariably prepare the questions for the students coming before it.

How to Get Copies of the Law.

It was decided that ample provision should be made to supply every pharmacist in the State with copies of the new pharmacy law. For this purpose it was decided to order the publication of many thousands of the copies at Buffalo. They will be printed in convenient pamphlet form, and will contain a map of New York State, with the various sections clearly mapped out. These copies of the law will be provided with ample marginal notes so that speedy reference can be made to any particular feature.

The Board also decided to print an index and digest of the law in convenient card form. The text of the law will be printed on one side of the card, while on the other will be printed the various rules and regulations of the Board. As these rules will not be effective or have the force of law until the Board has a formal sitting, the printing of the cards will necessarily be delayed until they have been formulated and officially acted upon.

It is believed that pamphlets containing the law for distribution in the Eastern Section will be ready for delivery the first week in December, and Sydney Faber wishes it stated that copies may be had by druggists who address him at No. 1102 Second Ave., inclosing a 2-cent stamp for postage. Druggists in the Western Section may address George C. Reiman, Buffalo, and those in the Middle Section W. L. Bradt, Albany.

Officers of the Central Board.

Although that question is said not to have yet been broached at any of the informal conferences of the Board, it is believed that the members have practically decided on electing R. K. Smith, of Buffalo, its president. The chief contest will be for the office of secretary, and the most prominent candidate is believed to be Sydney Faber, the present secretary of the Greater New York Board. While not ostensibly in the race it is believed he would not refuse the position. Other candidates are Warren L. Bradt, of Albany, and J. C. Smith, of Plattsburg, and it is probable that the office will go to one of the last mentioned.

The members-elect, it must be remembered, acted in an entirely unofficial capacity and the various recommendations put forward by individuals as to the composition and style of committees were more in the form of suggestions than actual performances. Reference has been made in the AMERICAN DRUGGIST, in previous reports, to the committees that will probably be appointed after the Board holds its first official meeting in Albany on January 7, 1901.

The Meeting was Harmonious.

In talking of the meeting after adjournment Sydney Faber, the temporary secretary of the meeting, said:

"We are eminently satisfied with the

preliminary work we have accomplished. Every matter brought up was discussed fully, and I doubt very much whether anything was overlooked, so that there will be no necessity for any more preliminary meetings.

"The meeting was most harmonious, there being no division of the votes on any question. And it was evident from the start that every member was anxious and eager to do what he could for the best interests of pharmacy and to raise the standard of the profession. There was no one there with an axe to grind, and there was no electioneering. What struck me particularly was that those gentlemen who had no previous experience on boards of pharmacy seem to be the most anxious of us all to do the best they could. They took the greatest possible interest in the proceedings, and gave evidence that they would prove hard and efficient workers."

THE NEW PHARMACY LAW OF NEW YORK.

Text of Its Provisions.

THE demand for extra copies of the AMERICAN DRUGGIST containing the text of the Pharmacy Act, which comes into operation in this State on January 1, 1901, has been so great as to exhaust the issue, and in response to numerous requests we here republish the Act.

Division of State by Sections.

Section 190.—Subdivision 1. For the purpose of this act, the State shall be divided into three sections, by counties, to be known respectively as the eastern, western and middle sections. (a) The eastern (New York) section shall consist of the counties of New York, Kings, Queens, Nassau, Suffolk, Richmond and Westchester; (b) The western (Erie) section shall consist of the counties of Erie, Niagara, Orleans, Genesee, Wyoming, Allegheny, Cattaraugus and Chautauqua; and (c) the middle (Albany) section shall consist of the counties of Albany and all other counties not contained in the other two sections.

Constitution of the Board.

Subdivision 2. The State Board of Pharmacy shall consist of fifteen members, five members from each of the above named sections. No person shall be eligible for election to the State Board of Pharmacy unless he be a citizen of the State of New York and a resident and licensed pharmacist of that section of the State from which elected.

Term of Office.

Subdivision 3. At the first election of the State Board of Pharmacy, one of the members from each section shall be elected for a term of one year, one for two years, one for three years, one for four years, and one for five years, such terms determined by lot, after which members thereof shall be elected for the term of five years and shall hold office during such term, or until their successors shall have been duly elected and qualified. Each member of such board, before entering upon the discharge of his duties, shall take and subscribe the oath of office, which he shall file in the office of the Secretary of State, to the effect that he will support the constitution of the United States and the constitution of the State of New York, and that he will faithfully discharge the duties of the office of member of the State Board of Pharmacy of the State of New York, according to the best of his ability.

How Elected.

Subdivision 4. The election of the members of the State Board of Pharmacy for the eastern section shall occur in the month of June of each year; two of them shall be elected by the Manhattan Pharmaceutical Association, two by the Kings County Pharmaceutical Society, and one by the New York German Apothecaries' Society. The election

of the members of the State Board of Pharmacy for the western section shall occur at a meeting of the licensed pharmacists and druggists residing in such section, to be held in the month of June of each year, called by the Erie County Pharmaceutical Association at the Buffalo College of Pharmacy, or at such other place as may be designated by the State Board of Pharmacy, and such election shall be by ballot. The election of the members of the State Board of Pharmacy for the middle section shall occur at the annual meeting of the State Pharmaceutical Association, at which meeting all licensed pharmacists and druggists residing in such middle section are entitled to vote, and such election shall be by ballot.

Organization of the Central Board.

Subdivision 5. The members of the State Board of Pharmacy who have duly qualified shall meet annually on the first Monday in January of each year, at the College of Pharmacy Building in the city of Albany, or at such other building in said city of Albany as may be designated by the State Board of Pharmacy, at twelve o'clock, noon, and shall proceed by ballot to elect a president and a secretary, who shall also be treasurer, both of whom shall be members of such State board and shall hold office for the term of one year and until their successors are elected and have qualified. The State board shall fix the salaries of the secretary of the State board and the secretaries of the branches for the eastern, western and middle sections. Such secretaries shall each execute a bond in such sum and with such conditions for the faithful performance of their duties as the State Board of Pharmacy may prescribe. The secretaries shall perform all the duties devolving upon them under this act and such further duties as may be imposed by the State Board of Pharmacy, or by the several branches thereof.

Organization of District Boards.

Subdivision 6. Immediately after the organization of the State Board of Pharmacy, as hereinbefore provided, the members of the State board from the respective sections shall organize branches, to be known as the eastern, western and middle branches respectively. The officers of each of such branches shall be a chairman and a secretary, who shall also be treasurer, and such officers shall be elected by the members of the State board comprising such branches respectively. The Secretary of the State Board of Pharmacy shall also perform the duties of the secretary and treasurer of the branch of the section wherein he resides, and no local secretary shall be elected for such branch.

Vacancies, How Filled.

Vacancies occurring in the State Board of Pharmacy for any cause other than expiration of the term of office may be filled by appointment by the president of the State board until the next annual election in the section wherein the member whose office has become vacant resided of an eligible pharmacist residing in such section.

Payment of Members.

Subdivision 7. Each branch of the State board is hereby authorized and empowered to receive and collect for its section the revenue, authorized by this act, for the purposes herein provided, and each branch is hereby authorized and empowered, subject to the approval of the State Board of Pharmacy, to enforce and carry into effect within its section the provisions of this act and to perform such other duties as may be lawfully imposed by the State Board of Pharmacy. Each member of the State Board of Pharmacy shall be entitled to and receive five dollars for each day actually engaged in the performance of services as a member of such board, or any one of its branches, provided that no member shall receive no more than one hundred and fifty dollars in any one year, together with his necessary expenses and disbursements.

Disposition of Existing Records.

Sec. 191.—As soon as the State Board of Pharmacy has been fully organized under this act it shall forthwith notify the custodians of all records, books, papers and vouchers of every nature and of all unexpended funds belonging to each of the several Boards of Pharmacy existing in this State, at the time this act shall take effect, to deliver and the same shall be delivered into the hands of the secretary of the branch of the State Board of Pharmacy, hereby created, for the section wherein such existing Board of Pharmacy may be located and secure the receipt of such secretary therefor and thereafter the powers and duties of the

Board of Pharmacy for Erie County, the Board of Pharmacy of all Greater New York and the Board of Pharmacy for the remainder of the State shall cease and determine.

Powers and Duties of the Board.

Sec. 192.—Subdivision 1. The State Board of Pharmacy shall have power:

- (a) To make such by-laws, rules and regulations not inconsistent with the laws of the State as may be necessary for the protection of the public health and the lawful performance of its powers.
- (b) To regulate the practice of pharmacy.
- (c) To regulate the sale of poisons.
- (d) To regulate and control the character and standard of drugs and medicines dispensed in the State.

The United States Pharmacopoeia the Standard.

- (e) To investigate all complaints as to quality and strength of all drugs and medicines, and to take such action as may be necessary to prevent the sale of such as do not conform to the standard and tests prescribed in the latest edition of the United States Pharmacopoeia.

Regulation of Working Hours.

- (f) To regulate the number of hours constituting a day's work of employees in a drug store, or pharmacy, in cities having at the last State or United States census a population of a million or more inhabitants, which shall not exceed one hundred and thirty-six hours in each two consecutive weeks.
- (g) To employ inspectors of pharmacy and to inspect during business hours all pharmacies, dispensaries, stores or places in which drugs, medicines and poisons are compounded, dispensed or retailed.
- (h) To hold meetings as often as its business shall require, and to conduct examinations of applicants for licenses monthly, when so determined by the board, except in July and August, and not less frequently than once in three months.

To Issue Three Grades of Licenses.

- (i) To examine all applicants for license or registration and to issue two grades of licenses, to be known respectively as that of "licensed druggist" and "licensed pharmacist," and one grade of certificates as "registered apprentice," except that in cities having at the last State or United States census a population of a million or more inhabitants a license for the grade of "licensed druggist" shall not be issued.

Authority of the Board.

- (j) To investigate all alleged violations of the provisions of this act, or any other law of this State regulating the dispensing or sale of drugs, medicines or poisons, or the practice of pharmacy, which may come to its notice, and whenever there appears reasonable cause therefor to take and hear testimony with reference to the same, and in the discretion of such board to bring the same to the notice of the proper prosecuting authorities, or bring actions in the name of the State Board of Pharmacy for the recovery of penalties in such cases as may be provided by law. The State Board of Pharmacy and each of its branches shall be deemed to be a board within the meaning of sections eight hundred and forty-three and eight hundred and fifty-four of the code of civil procedure.

Annual Re-registration.

- (k) To require and provide for the annual registration of every pharmacy, store, dispensary or place in which there is compounded, dispensed or sold drugs, medicines or poisons, and to require as a prerequisite for such registration the furnishing of evidence satisfactory to the board that the same is conducted in full compliance with the law and the regulations of the board, and to charge and to receive the sum of two dollars for each such registration.
- (l) To revoke any license issued by any Board of Pharmacy of the State for cause, and after an opportunity for a hearing, as herein provided.

Duties of the Board.

- Subdivision 2. (a) The board shall preserve a record of all licenses issued by former boards of the State and make and keep a record of all licenses issued by it. Such records shall be open to inspection by any citizen of the State.

Annual Reports.

- (b) The State Board of Pharmacy shall render annually to the Governor and to the State Pharmaceutical Association a report of its proceedings, including receipts and disbursements during the preceding year.

Rights of Licenciates of Existing Boards.

Sec. 193.—Subdivision 1. The licenses of the several legally constituted Boards of Pharmacy in this State shall continue to enjoy in their respective sections the rights and privileges conferred upon them by their licenses or registration at the time this act shall take effect, so long as they comply with the formal requirements of this act and of the board hereby created.

Issuing of Licenses.

Subdivision 2. Any person who, on the first day of January, nineteen hundred and one, shall lawfully hold a license or certificate of registration granted upon examination as an "assistant pharmacist" from any legally constituted Board of Pharmacy of this State, the same not having been revoked, may apply to the State Board of Pharmacy hereby created, surrendering his or her certificate of license or registration, accompanied by a fee of one dollar and his or her affidavit that he or she has had three years' practical experience in the compounding, dispensing and retailing of drugs, medicines or poisons, and may be granted a license as a "licensed druggist," entitling him or her to practice as such throughout the State, except in cities having at the last State or United States census a population of a million or more inhabitants.

Subdivision 3. Any person who on the first day of January, nineteen hundred and one, shall hold a license or certificate of registration as a "pharmacist" granted upon examination by any legally constituted Board of Pharmacy of the State of New York may make application to the Board of Pharmacy hereby created, surrendering his or her certificate of license or registration, accompanied by a fee of one dollar, and may be granted by said board a license to practice as a "licensed pharmacist" anywhere within the State.

Definition of a Pharmacy.

Sec. 194.—Subdivision 1. From and after the passage of this act every place in which drugs, medicines or poisons are retailed or dispensed or physicians' prescriptions compounded shall be deemed to be a pharmacy, or a drug store, and the same shall be under the personal supervision of a licensed pharmacist or druggist respectively.

Registration of Apprentices.

Subdivision 2. Every licensed pharmacist who shall take into his employ an apprentice for the purpose of becoming a pharmacist shall report to the board within three months thereafter such facts as the board may require for registration. The board may issue to such apprentice, when his character and qualifications are satisfactory, a certificate of registration as a "registered apprentice," and the date of the certificate shall be proof of the time when practical experience began with the apprentice named therein. The fee for such registration shall be fifty cents.

Requirements for Registration.

Subdivision 3. Except as specified in a preceding section, no person shall be granted a license as a "licensed druggist" until he or she shall have made written application to said board setting forth upon affidavit that he or she has had not less than three years' practical experience where drugs, medicines and poisons were dispensed and retailed and prescriptions compounded, at least two years of such experience having been within five years last preceding the date of such application, shall have paid such license fee as shall have been fixed by such board, not exceeding five dollars, and shall have passed an examination satisfactory to said board for the granting of such license.

Privileges of a "Licensed Druggist."

Subdivision 4. It shall be lawful for a "licensed druggist" under this act, who shall conform to the rules and regulations of the State Board of Pharmacy, to take, exhibit and use the titles "licensed druggist" and "drug store," and to have charge of, engage in, conduct or carry on, on his own account or for another, the dispensing, compounding or retailing of drugs, medicines, or poisons, in any place which by the last State or United States census had a population of less than five hundred, but no licensed druggist shall have charge of more than one drug store at the same time.

The "Licensed Druggist's" Limitations.

Subdivision 5. A licensed druggist may be employed for the purpose of dispensing, compounding or retailing drugs, medicines and poisons, in a duly registered pharmacy, or drug store, under the management and supervision of a licensed pharmacist and during

his temporary absence therefrom, except in cities having at the last State or United States census a population of a million or more inhabitants.

Qualifications of "Licensed Pharmacists."

Subdivision 6. Except as specified in a preceding section, no person shall be granted a license as a "licensed pharmacist" until he shall have made written application to the board, setting forth by affidavit that he is of the age of twenty-one years or upward, that he has had at least four years' practical experience where drugs, medicines and poisons were dispensed and retailed and prescriptions compounded, of which experience one year must have been had within the five years last preceding the date of such application in a pharmacy or store in the United States under the personal supervision of a licensed pharmacist, and until he shall have paid such license fee as is fixed by said board, not exceeding the sum of ten dollars, and until he shall have passed an examination satisfactory to said board for the granting of such license.

Privileges of a "Licensed Pharmacist."

Subdivision 7. It shall be lawful for a "licensed pharmacist" under this act, who shall conform to the rules and regulations of the State Board of Pharmacy, to take, use and exhibit the titles "licensed pharmacist" and "pharmacy," and "licensed druggist" and "drug store," to have charge of, engage in, or carry on for himself or another, the dispensing, compounding or sale of drugs, medicines or poisons, anywhere within the State, but no licensed pharmacist shall have personal supervision of more than one pharmacy or drug store at the same time.

Subdivision 8. Except as prescribed in this act, it shall not be lawful for any person to practice as a pharmacist, assistant pharmacist or druggist, or engage in, conduct, carry on or be employed in the dispensing, compounding or retailing of drugs, medicines or poisons within this State.

Posting of Licenses.

Subdivision 9. Every person practicing as a licensed or registered pharmacist, assistant pharmacist or druggist must at all times display his certificate of license or registration conspicuously in the place in which he practices under such license or registration.

Subdivision 10. In case of a failure of an applicant upon his or her first application to pass a satisfactory examination before the said board, a second examination shall be granted him or her without further payment of fee, if applied for within six months from the presentation of such first application for examination.

Registration of Pharmacies.

Sec. 196.—Subdivision 1. In the month of January, nineteen hundred and one, and annually thereafter, the proprietor of every place in which drugs, medicines or poisons are compounded, dispensed or retailed, shall make a statement under oath to the Board of pharmacy showing what licensee is in charge of the same and what other licensees or registered apprentices are engaged or employed therein, together with any other facts or data that may be required by the board, and shall pay a fee of two dollars, and shall receive from the Board of Pharmacy a certificate of registration which must at all times be conspicuously displayed in said place with the certificate of registration of license of the person in charge thereof.

Proprietors' Names to be Displayed.

Subdivision 2. Every person, partnership, association or corporation doing business as the proprietor or proprietors of a place in which drugs, medicines or poisons are retailed, or physicians' prescriptions are compounded or dispensed, shall cause the actual name of such proprietor or proprietors to be displayed upon a sign which shall be kept conspicuously placed upon the exterior of the premises where such business is conducted. The name or names so displayed upon the sign shall be deemed presumptive evidence of ownership of such pharmacy, drug store or business.

The United States Pharmacopoeia Legalized.

Sec. 197.—Subdivision 1. Unless otherwise prescribed for, or specified by the customer, all pharmaceutical preparations sold or dispensed in a pharmacy, dispensary, store or place shall be of the standard strength, quality and purity established by the latest edition of the United States Pharmacopoeia.

Responsibility of the Seller.

Subdivision 2. Every proprietor of a wholesale or retail drug store, pharmacy, or other

place where drugs, medicines or chemicals are sold, shall be held responsible for the quality and strength of all drugs, chemicals or medicines sold or dispensed by him, except those sold in original packages of the manufacturer, and those articles or preparations known as patent or proprietary medicines.

Penalty of Adulteration and Substitution.

Subdivision 3. Any person who shall knowingly, wilfully or fraudulently falsify or adulterate any drug, medical substance or preparation, authorized or recognized in the said Pharmacopoeia, or used or intended to be used in medical practice, or shall knowingly, wilfully or fraudulently offer for sale, sell or cause the same to be sold, shall be guilty of a misdemeanor; all drugs, medical substances or preparations so falsified or adulterated shall be forfeited to the board and by the board destroyed.

Poisons; Retailing of.

Sec. 198.—It shall be unlawful for any person to sell at retail or furnish any of the poisons named in the schedules hereinafter set forth, without affixing or causing to be affixed to the bottle, box, vessel or package a label containing the name of the article and the word "poison" distinctly shown, with the name and place of business of the seller, all printed in red ink, together with the name of such poisons printed or written thereupon in plain, legible characters, which schedules are as follows, to wit:

SCHEDULE A.

Arsenic, cyanide of potassium, hydrocyanic acid, cocaine, morphine, strychnine and all other poisonous vegetable alkaloids and their salts, oil of bitter almonds, containing hydrocyanic acid, opium and its preparations, except paregoric and such others as contain less than two grains of opium to the ounce.

SCHEDULE B.

Aconite, belladonna, cantharides, colchicum, conium, cotton root, digitalis, ergot, hellebore, henbane, hyoscyamine, strychnine, oil of tansy, veratrum viride and their pharmaceutical preparations, arsenical solutions, carbolic acid, chloral hydrate, chloroform, corrosive sublimate, creosote, croton oil, mineral acids, oxalic acid, Paris green, salts of lead, salts of zinc, white hellebore or any drug, chemical or preparation which, according to standard works on medicine or materia medica, is liable to be destructive to adult human life in quantities of sixty grains or less. Every person who shall dispose of or sell at retail or furnish any poisons included under schedule A shall, before delivering the same, make or cause to be made an entry in a book kept for that purpose, stating the date of sale, the name and address of the purchaser, the name and quantity of the poison, the purpose for which it is represented by the purchaser to be required and the name of the dispenser, such book to be always open for inspection by the proper authorities, and to be preserved for at least five years after the last entry. He shall not deliver any of said poisons without satisfying himself that the purchaser is aware of its poisonous character and that the said poison is to be used for a legitimate purpose. The foregoing portions of this section shall not apply to the dispensing of medicines or poisons on physicians' prescriptions. Wholesale dealers in drugs, medicines, pharmaceutical preparations or chemicals shall affix or cause to be affixed to every bottle, box, parcel or outer enclosure of an original package containing any of the articles enumerated in schedule A of this act a suitable label or brand in red ink with the word "poison" upon it. The Board of Pharmacy shall have authority to add to either of the above schedules, from time to time, whenever it shall deem such action necessary for the protection of the public.

Application of Article Limited.

Sec. 199.—This article shall not apply to the practice of a practitioner of medicine who is not the proprietor of a store for the dispensing or retailing of drugs, medicines and poisons, or who is not in the employ of such a proprietor, and shall not prevent practitioners of medicine from supplying their patients with such articles as they may deem proper, and except as to the labeling of poisons it shall not apply to the sale of medicines or poisons at wholesale when not for the use of consumption of the purchaser, or to the sale of Paris green, white hellebore and other poisons for destroying insects, or any substance for use in the arts, or to the manufacture and sale of proprietary medicines, or to the sale by merchants of ammonia, bicarbonate of soda, borax, camphor, castor oil, cream of tartar, dye stuffs, essence ginger, essence peppermint, essence wintergreen, non-poisonous flavoring essence

or extracts, glycerin, licorice, olive oil, sal ammoniac, saltpetre, sal soda and sulphur, except as herein provided. Provided, however, that in the several towns of this State outside of incorporated villages, physicians may compound medicines, fill prescriptions and sell poisons, duly labeling the same as required by this act, and merchants and retail dealers may sell the ordinary non-poisonous domestic remedies.

Apprentices, Employees, Etc.

Sec. 200.—This article shall not be so construed as to prohibit the employment in licensed pharmacies or drug stores of apprentices or assistants for the purpose of being instructed in the practice of pharmacy; but such apprentices or other unlicensed employees or assistants shall not be allowed to prepare or dispense receipts or prescriptions or to sell or furnish medicines or poisons, except in the presence of and under the personal supervision of a licensed pharmacist or licensed druggist, who must either be the proprietor or owner of said pharmacy or drug store or must be in the actual employ of such proprietor or owner, and where violations of this article occur on the part of the said apprentices or other unlicensed employees in any pharmacy or store, the person, partnership, association or corporation, being the proprietor of such pharmacy or drug store, shall be equally liable as principal for such violation.

Penalties for Fraud and Incompetency.

Sec. 201.—Subdivision 1. The State Board of Pharmacy shall not grant a license to any applicant if satisfied that the safety of the public health will be endangered by reason of the habits or character of said applicant. If any person shall have obtained a license by misrepresentation or fraud or shall become unfit or incompetent by reason of negligence, habits or other cause to practice as a pharmacist, assistant pharmacist or druggist, the State Board of Pharmacy shall have power to revoke such license, after giving such person reasonable notice and an opportunity to be heard, and if any licensee shall wilfully and repeatedly violate any of the provisions of this act or the rules and regulations established by the Board of Pharmacy, such board may revoke his or her license upon sufficient evidence of such violation, in addition to any other punishment by law imposed for such violation.

Subdivision 2. Whenever the board shall revoke the license or registration of any pharmacist or druggist, or apprentice, it shall notify the licensed or registered person of such action and he or she shall immediately deliver to the board or its representative his or her certificate of license or registration.

Offences that are Misdemeanors.

Subdivision 3. Any person who shall attempt to procure or who shall procure a license or registration for himself, herself, or for any other person, under this title, by making or causing to be made any false representations shall be guilty of a misdemeanor. Any licensed pharmacist who shall permit the compounding and dispensing of prescriptions of medical practitioners in his store or place of business by any person or persons not licensed or registered; any person not licensed by said board who shall prepare or dispense a medical prescription or physicians' prescription or dispense or sell at retail poisons or medicines except under the immediate supervision of a duly licensed person, whose certificate, license or registration is displayed in the place where the same is prepared, dispensed or sold; any person not licensed by said board who shall open or conduct or have charge of or supervise any pharmacy or drug store for retailing, dispensing or compounding medicines or poisons; any person who shall fraudulently represent himself, or herself, to be licensed, or any person who knowingly refuses to permit any member of said board or inspector of pharmacy employed by said board to enter a pharmacy or drug store for the purpose of lawfully inspecting the same or intentionally prevents the lawful inspection of any place in which drugs, medicines or poisons are retailed or dispensed, or physicians' prescriptions compounded; any person whose license or certificate of registration has been duly revoked by said board and who refuses to deliver up his or her certificate or license to said board; any proprietor whose name does not appear upon the sign as herein above provided, any holder of a license or certificate of registration who fails to display the same as above provided; or any person who shall violate any of the provisions of this title, in relation to the retailing and dispensing of drugs, medicines and poisons, for which violation no other punishment is hereinbefore imposed, shall for such offense be guilty of a misdemeanor.

Fines to be Imposed.

Subdivision 4. Any person violating any of the provisions of this article, in addition to, or irrespective of the punishment hereinbefore provided, shall forfeit to the State Board of Pharmacy the sum of twenty-five dollars for every such violation, which may be sued for and recovered in the name of said board and shall be paid to State Board of Pharmacy for its use, as in this article provided. All fines imposed and collected, under any of the provisions of this article, shall be paid over to the State Board of Pharmacy.

Application of the Income.

Subdivision 5. Of the three branches of the State Board of Pharmacy, each shall collect and receive the amounts due from all sources in its section of the State, and apply the same to the payment of the lawful expenses of such board and the necessary expenses incurred in carrying out the provisions of this act, and of any surplus remaining thereafter in the eastern section three-fifths shall be used for the benefit of the College of Pharmacy of the City of New York, situated in the borough of Manhattan, and two-fifths for the benefit of the Brooklyn College of Pharmacy, situated in the borough of Brooklyn. Any surplus remaining thereafter in the western and middle sections shall be paid into the State Treasury. Said surplus to be determined by the annual report each year, and shall be payable immediately after the annual meeting of the board, and the sum so paid to the trustees of the said colleges shall form and be known as the library fund of the colleges named.

All acts and parts of acts inconsistent with the provisions of this act are hereby repealed.

This act shall take effect January first, nineteen hundred and one, excepting so much thereof as relates to the election of the members of the State Board of Pharmacy, which shall take effect immediately.

FOR THE REPEAL OF THE STAMP TAX.

Louisville Druggists Adopt Resolutions.

At a meeting of the wholesale and retail druggists and manufacturers of proprietary articles in the city of Louisville, held in Exchange Hall of the Louisville Board of Trade, after full discussion, the following resolutions were adopted:

Resolved, That Congress is respectfully petitioned to repeal that portion of the war revenue tax which imposes the stamp tax upon medical preparations and proprietary medicines, and for the following reasons:

1.—Such taxation is vexatious and excessive; vexatious, because it involves a vast amount of labor upon a branch of business in which are engaged a very large number of citizens, with risk of severe penalties coupled with liability to unintentional violation of the law, by reason of the large number of employees, to whom compliance must necessarily be intrusted; excessive, because equal to about 4 per cent. upon manufacturers' selling prices, when alcohol and other important ingredients generally used have already paid a large revenue or import tax.

2.—This tax is a specific direct tax upon one branch of business, imposed on no other branch of general mercantile business, and is, therefore, class legislation and class discrimination.

3.—The revenue derived by the Government, about \$4,500,000 total per annum, is comparatively small, when the expense and labor to the Internal Revenue Department, the labor, inconvenience and daily annoyance to the large class of citizens throughout the entire country affected is considered, which is best illustrated by the fact that the act is so petty and far reaching as to impose upon a very large number of articles a tax as small as one-eighth of one cent per package.

4.—This unpopular, petty and vexatious tax is no longer needed by the Government, as report for last fiscal year shows a large surplus beyond requirements derived from internal revenue taxation.

Resolved further, That the chairman and secretary of this meeting are directed to forward at once copy of the foregoing resolutions to the Hon. S. E. Payne, chairman, Committee Ways and Means, of the House of Representa-

tives, with the respectful request that he present same at the meeting of the Committee to be held in Washington on November 20, and ask his influence in the repeal of the section of the act complained of.

That copies of the resolution also be forwarded to the Senators and Representatives in Congress from Kentucky, to M. N. Kilne, Chairman, Committee on Legislation, N. W. D. A., to E. C. De Witt, Chairman, Committee on Legislation, Proprietary Association of America, and to the editors of the Oil, Paint and Drug Reporter, the Druggists' Circular, the New York Commercial, the Western Druggist, the Pharmaceutical Era, the AMERICAN DRUGGIST, New York, with the request of the courtesy of publication of same.

(Signed) CHAS. H. PETTET, Pres.

SIMON N. JONES, Sec.

Louisville, Ky., November 12, 1900.

PUTTING IT INTO EFFECT.

Wholesalers Notify the Trade.

In accordance with the terms of the resolutions adopted by the wholesale druggists of this city at the meeting held in this city on the 8th inst., the parties to the agreement to uphold the N. A. R. D. plan have issued a circular to the retail-trade worded as follows:

New York, November 12, 1900.

Undoubtedly you are aware of the resolutions passed and the results reached at recent meetings of manufacturers of proprietary medicines, wholesale druggists and retail pharmacists, and the purpose declared to maintain by joint action established prices, so that both retail and wholesale druggist may handle patent medicines with a semblance of profit.

The tripartite agreement arrived at, which has the rebate contract for its basis, provides that the manufacturer shall sell only to the recognized jobber, of whom in turn the retail dealer will make his purchases.

We, the undersigned, therefore beg to inform you that we have been appointed distributors for New York City and vicinity by the manufacturers of proprietary medicines sold in accordance with the terms of the tripartite agreement, and hereafter we shall sell such articles strictly on rebate agreement terms, with no discount except in the intermediate quantities specified by the manufacturers.

We will also cordially support and carry out the N. A. R. D. plan.

BRUN, HITCHCOCK & CO.,
MCKESSON & ROBBINS,
CHAS. N. CRITTENTON CO.
PATTERSON & PURDY,
EIMER & AMEND,
R. W. ROBINSON & SON,
O. H. JADWIN
SCHIEFFELIN & CO.,
HENRY KLEIN & CO.,
MAX ZELLER,
LEHN & FINK,
TOWNS & JAMES.

CHECK TO THE N. A. R. D.

Manhattan Association Fails to Indorse the Movement to Regulate Prices.

The first and most pronounced check that the N. A. R. D. plan has received in this locality was given at the meeting of the Manhattan Pharmaceutical Association, held at the New York College of Pharmacy on last Monday evening, November 19. The meeting was called to order by President Reuben R. Smith, and the reading of the minutes by Secretary Swann followed. A balance of \$465.38 was reported by the treasurer, and then the Committee on Grievances

went into details regarding negotiations with the New York Telephone Co. relative to securing lower telephone rates. The lowest rate to be secured was 52-3 cents where contract message rates were agreed upon. The report was accepted. Once these routine matters had been disposed of, what proved to be the real business of the evening came up on the report by G. E. Schweinfurth, chairman of the committee which met with the representatives of other associations to consider the N. A. R. D. plan of regulating prices on proprietary goods. His report favored the plan and also embodied a schedule of prices which the joint committee had agreed upon as a basis to present for the adoption of the trade generally.

Opposition Develops.

The reading of the report brought out the temper of the gathering, and it became evident at once that there was present a large number of German druggists, members of the Deutscher Apotheker Verein, whose hostility to the N. A. R. D. movement had been more or less openly avowed, but was now no longer concealed. A warm discussion was at once precipitated, and it was soon demonstrated that the German opposition element was either in the ascendancy or else had gathered in enough recruits to kill the proposed movement so far as the adoption of the plan by the association that evening was concerned.

One of the principal speakers against the plan was Wm. C. Alpers, the former president of the New Jersey Pharmaceutical Association. He asserted that prices were a matter of locality. There should be no compromise with cut rates, he said. Druggists should ask the full price for their goods, and have the backbone to hold up to it, then they would get full prices. The N. A. R. D. had always taught the druggists to hold out for full prices, and the present plan was a change of front.

Advocates of the Plan.

Prof. Wm. C. Anderson, president of the N. A. R. D., and Wm. Muir, of the Kings County Pharmaceutical Society, which adopted the joint committee's report, were extended the privilege of the floor. They warmly advocated the ratification of the committee's report, adducing a number of arguments in support of the plan against price cutting. Mr. Muir pointed out that the committee's work was necessarily imperfect, because of the short time allotted to them, and that the schedule of prices could be revised in particulars as occasion might demand.

Benefits of the Agreement.

Professor Anderson spoke of the benefits of the tripartite agreement, and said the aim of the N. A. R. D. was the protection of the retailer. "The abuse of cut rates is felt by all sections of the drug trade," he said. "Never before has a movement for the regulation of prices had any chance of success. The proprietary men have aided us, the wholesalers have made concessions. It is a mistaken idea to suppose that the list of recognized legitimate wholesalers was made up by any other than the joint committee from the Proprietary Association of America, the N. W. D. A. and the N. A. R. D. The N. A. R. D. has made things ready. The retailers

have it in their own hands to carry out this good and wise reform. We simply want to form a temporary combination, find out who the aggressive cutters are, and report them to the national association. It will do the rest. It costs you nothing to assist in this work. You take no chances."

A Compromise.

Dr. A. L. Goldwater, president of the Greater New York Pharmaceutical Society, warmly espoused the plan, but the opposition appeared so formidable that it was soon realized that compromise measures would have to be taken, and a motion was made that the committee be continued and that it carry on its deliberations and consultations with the committee from the other six retail associations. A motion was also passed that the secretary should incorporate in his announcement of the next meeting some notice of the matters to be discussed.

Another straw which showed the direction of the wind was the adoption of the report of a special committee, of which Arthur C. Searles was chairman, advising all members of the Manhattan Association to join the New York Consolidated Drug Co., which is antagonistic to the N. A. R. D. The association then listened to a lecture by Prof. George C. Diekmann on the new pharmacy law. The discourse was of considerable interest and from it the hearers gleaned some slight inkling of the future regulation of pharmacy under the new All-State Board.

New Jersey Pharmacy Board.

At the October examination of the New Jersey State Board of Pharmacy the following candidates were successful:

REGISTERED PHARMACISTS.—Julius Almour, Montvale, N. J.; Ellsworth Q. Anwalt, Phillipsburg, N. J.; George Walton Abrams, Orange, N. J.; Harry Clinton Anness, Brooklyn, N. Y.; John Wyckoff Bayles, Mount Holly, N. J.; George J. Holtzhauser, Philadelphia, Pa.; John Joseph Hubel, New York, N. Y.; William Howard Kneivitt, Rutherford, N. J.; Alexander Kunstlich, Passaic, N. J.; Achille V. Megare, Newark, N. J.; Kurt Belter, Passaic, N. J.; Frank Leonard Seaman, Ithaca, N. Y.; Arthur Du Mont Wyckoff, Newark, N. J.; Edwin Henry Young, Jersey City, N. J.
REGISTERED ASSISTANTS.—Theophilus H. Boysen, Jr., Egg Harbor City, N. J.; Edgar H. Patterson, Elizabeth, N. J.

The next meeting of the board for examination will be held in Trenton on January 17 and 18, 1901.

New Hampshire Board of Pharmacy.

At the regular quarterly meeting of the New Hampshire Commission of Pharmacy held at Concord on Wednesday, October 24, the following candidates passed a successful examination as registered pharmacists: Leon T. Foster, Keene, and Frank E. Bronson, Lisbon.

In the junior examination the following were successful: Harry M. Porter, Ashland; Robert W. Cushing, Manchester; Joseph J. Feeney, Berlin, and Cleon D. Tufts, Manchester.

The next quarterly meeting will be held at Manchester, Wednesday, January 23, 1901. For application blanks address Geo. F. Underhill, secretary, Concord, N. H.

Recent Incorporations, Etc.

Among the new drug companies incorporated in various parts of the country are the Burke Drug Co., Portland, Me. Drug business. Capital, \$5,000. Incorporators, T. Burke, F. J. Burke, J. C. Murphy, all of Marlboro, Mass.; J. H. Gilmore, of Exeter, Mass.; J. B. Kehoe, attorney, Portland.

Kretol Chemical Co., Alexandria, Va. Capital, \$1,000,000. Incorporators, R. Young, R. Browne, both of Alexandria; F. E. Anderson, attorney, Alexandria.

Aceine Pharmacal Co., Omaha, Neb. Manufacture and sale of "Aceine," etc. Capital, \$100,000. Incorporators, W. L. Capell, G. B. Lasbury, G. D. Rice, all of Omaha.

Red Cross Chemical Co., Portland, Me. To deal in drugs and chemicals. Capital, \$25,000. Incorporators, H. N. Cann, of Woburn, Mass.; W. H. Heckburt, E. E. Stone, both of Portland; W. H. Heckburt, attorney, Portland.

Edward Hollinshead Co., Duluth, Minn. Manufacture medicines and drugs. Capital, \$10,000. Incorporators, E. Hollinshead, of Duluth; L. F. Hollinshead, of Alexandria; W. Hall, of Winnipeg, Man.; H. B. Fryberger, attorney, Duluth.

The Globe Remedy Co., under the laws of New York State, to engage in the manufacture and sale of drugs. The capital stock of the firm is \$200,000, and the incorporators are P. C. Cowling, W. Phipps, Lottie Longley, M. E. Longley and H. V. Brandenburg, all of New York.

William Seitz & Co., under the laws of New York State, to bottle and sell spring water. The plant will be located in this city and the firm has an excellent financial backing. The capital stock is \$25,000, and the incorporators are Jacob Herb, William Seitz, Jr., and Otto Nuoffer.

The Gooding Drug Co., at Knoxville, Tenn., has incorporated under the laws of the State to conduct drug stores. The company has a capital stock of \$8,000. The following are the incorporators: C. G. Gooding, E. E. McMillin, J. A. McMillin, J. M. Maulden and T. T. McMillin, all of Knoxville, Tenn.

The Severs Pharmacal Co. has incorporated under the laws of Illinois to engage in the manufacture of proprietary medicines, the works of the company being located at McLeansboro, Ill. The company has a capital stock of \$10,000, and its incorporators are A. W. Severs, A. C. Barnett and A. O. Echols, all of McLeansboro.

The Le Maire Optical Co. has incorporated under the laws of New York State, to manufacture, buy and sell optical goods, surgical instruments and druggists' sundries. The firm has a capital of \$200,000, and its incorporators are Joseph A. Le Maire, Samuel C. Silverman, Benjamin Foster, William H. Ruby, of New York City, and Joseph Le Maire, of Newark, N. J.

The McArthur Drug Co., of Des Moines, Ia., has been incorporated with \$10,000 capital. F. H. McArthur and G. E. Henry, Des Moines, are the incorporators.

The Boyd Drug Co., of Texarkana, Texas, has recently been incorporated with a capital of \$10,000. The incorporators are J. B. Boyd, E. F. Burk, B. Christopher, and Hiram Glass, of Texarkana.

The Hausman Drug Co., of Trinidad, Col., has been incorporated to do a general drug business, with a capital of \$40,000. The incorporators are G. and E. Hausman and C. S. Hughes, all of Trinidad.

The stockholders of the Grape Capsule Co., of Allentown, recently increased the capital stock to \$30,000, and the following officers were elected: President and manager, F. W. Koch; treasurer, George F. Selberling, and secretary, H. S. Kramer.

Included among recent incorporations is that of B. Dufour & Co., of New York City, to manufacture perfumery, essential oils and extracts, with a capital of \$2,500. The directors are L. E. Dufour, C. J. Rheims and A. G. Liberecht, of New York City.

The Heyden Chemical Works, of Garfield, N. J., have been incorporated at Trenton to deal in chemicals, with a capital of \$150,000. The incorporators are C. E. Kohe, R. Vorlaender, both of Rodebene, Saxony; C. Kleber, of Clifton, N. J.; G. Simon, of Passaic.

Among recent Chicago incorporations is that of R. M. Heath & Co., with a capital of \$1,000. The incorporators are E. C. Lindley, D. T. Campbell and O. M. Wolf. Another is the Lilly-Lang Chemical Co., with a capital of \$2,500, and having as incorporators G. P. Carey, C. P. Wilson and B. M. Miller, Chicago.

Obituary.



CHARLES H. PINKHAM.

Charles Hacker Pinkham, president and manager of the business department of the Lydia E. Pinkham Medicine Company, died at his home in Lynn on the 10th inst., very much beloved and regretted by all who knew him. He was the son of Isaac and Lydia E. Pinkham, the founder and promoter of the great business which bears her name, and was born in Lynn December 9, 1844, always making that city his home. He was one of the first citizens from any point that his career may be viewed. He was public-spirited, philanthropic, enterprising and unselfish to a degree which won for him the love and affection of all people of his native city.

After his school life spent in Lynn, at the age of 17 he enlisted in Company F, Eighth Regiment, and participated in the Civil War. After the war he became one of the first conductors of the Boston & Lynn Railroad, and remained here until the demand for the medicine manufactured by his mother became so great that he was obliged to devote his time to the enterprise, becoming a most competent business manager.

From a very small beginning the business grew to be one of the largest proprietary medicine companies in the United States. Mr. Pinkham believed that "advertising was the life of business," and liberally sent the name of the company around the world. Under his management the industry prospered, until now over 400 employees are left, who revere and honor his name. To them he was kind and considerate, and it has been cited as an evidence of how Mr. Pinkham stood in the community that he had no more devoted friends than those whom he employed, who saw him every day and labored with him.

Although a man of public spirit, he could not be induced to accept political honors. Even though repeatedly urged to become a candidate for mayor he invariably refused, accepting only a position on the park commission, where his service was much appreciated.

Mr. Pinkham was a member of Post 5, G. A. R.; Golden Fleece Lodge, A. F. and A. M.; Sutton Royal Arch Chapter, Olivet Commandery, of Lynn; Lafayette Lodge of Perfection, of Boston, and the following clubs: Park, Oxford, Lynn Press and Lynn Republican clubs, of the former of which he was president; the Sphinx Club, of New York, and the Article Club, of Boston; yet, as he often said, the pleasantest hours of his life were experienced when in the bosom of his family. He leaves a widow and six children, the oldest of whom attends Brown University.

The funeral, held November 13, was attended by hundreds of friends from all walks in life.

WM. T. COLLINS.

Dr. William T. Collins, a well-known practicing physician and druggist, died suddenly on November 9 from heart failure, at Camden, N. J. The deceased was 71 years of age. He was born at Milford, Delaware, in 1819, and after graduating from Dickinson College entered Jefferson College. He graduated from the latter institution in 1854, and located in Smyrna, Del., where he practiced successfully for thirty years. He then

moved to Camden and opened a drug store, which he conducted until two weeks ago.

CHARLES DOWNER.

Charles Downer, seventy-eight years old, a drug broker, was stricken with apoplexy on November 14, and died shortly after. Mr. Downer was in business at 4 Cedar Street. He was unmarried and lived at 22 McDonough Street, Brooklyn, with a maiden sister.

E. C. STIEFEL.

Ernest C. Stiefel, who conducted a drug store at 59 Fulton Street, Pittsburg, died rather suddenly at his home in that city on October 10 at the age of 35. Mr. Stiefel was a graduate of the Pittsburg College of Pharmacy and had conducted the drug store of which he was the proprietor for the past seven years. His death came as a severe blow both to his immediate relatives and a wide circle of friends and acquaintances, as he was a young man possessed of a lovable personality, of generous impulses and always quick to help those in need.

EBEN C. JAYNE.

The death of Eben C. Jayne, head of the big proprietary medicine house of Dr. David Jayne & Son, Philadelphia, was a severe shock to the trade. Mr. Jayne died on November 14, after an illness of over a week. He was 73 years old and was born in Spotter, N. J. He was a partner in the firm of Dr. David Jayne & Son since he began his business career, and has been at the head of the firm since Dr. David Jayne died, in 1866. He was a director of the Northern Liberties National Bank and was for many years a member of the Union League. As a member of the Board of Home Missions Mr. Jayne became known throughout the city as a man who loved to contribute to needy people and institutions. The interment was at Woodlands Cemetery. Mr. Jayne was a nephew of the late Dr. David Jayne.

The deceased Mr. Jayne was worth, according to a conservative estimate of the executors, \$200,000 and upward. The will was admitted to probate on the 22d inst. The estate is believed to be worth nearly \$1,000,000. Henry Le Barre Jayne, Dr. Harry W. Jayne and Horace M. Sharp are constituted executors and trustees. Legacies aggregating \$7,500 are left to local charities.

JOHN STACKHOUSE.

John Stackhouse, who was until lately a Councilman from the Twentieth Ward, died of pneumonia, at his home in Philadelphia, on the 19th inst. Mr. Stackhouse was for 16 years in the employ of Johnson, Holloway & Co., wholesale dealers in proprietary medicines, and when that firm retired from business he launched out in the proprietary business, but the venture proved a failure and he devoted his entire time to politics.

Dr. A. F. Osborn, a prosperous and well-known druggist of Lawrenceville, Va., died there recently. He was born in North Carolina in 1828. Twice fire destroyed his store, and in each instance the pecuniary loss was heavy, as there was no insurance on the stock or property. But by strict attention to business it grew and prospered, and he died, leaving his family in most comfortable circumstances.

David Henry Morris, better known as Harry Morris, a popular druggist of Allegheny died recently in that city. Mr. Morris was born in Wales and was 25 years old. He was the son of George and Helen Morris, both of whom are living at Neath, South Wales, and also a sister, Miss Nellie Morris.

Benjamin Webb, of Salem, Mass., died on November 12. He had been in business since 1867, his store on lower Essex Street having been one of the best known for a generation. Mr. Webb was born in Salem in April, 1829. In early life he made a few voyages to sea, visiting Zanzibar among other places. In 1867, having taken a course at the Harvard Medical School, he entered the drug store mentioned and three years later became proprietor of the business.

William H. Van Buren, Jr., a well known retail druggist of New Haven, Conn., died on November 9 of nervous prostration and kidney trouble. He was 33 years old and learned his trade with E. A. Gessner, at Apothecaries' Hall. Then he became a partner in the concern and severed his connection with the firm on May 1 last, when he opened a drug store at the corner of College and George streets, New Haven, for himself. Mr. Van Buren leaves a wife and three children.

Greater New York.

News of the trade in and about the Five Boroughs—Notes of Personal Interest—Changes and New Stores—Trade Gossip.

Henry Dalley, of Lasell, Dalley & Co., No. 12 Duane Street, was expected back from Europe on the *Campania*, due in this port last Saturday, November 24.

Muhlen & Kropff, the United States agents for No. 4711 cologne and toilet soaps, have removed their offices to 298 Broadway, between Reade and Duane street.

At the meeting of the Greater New York Board of Pharmacy at the Brooklyn College of Pharmacy on November 19 there were 99 candidates present for examination.

The Harlem Drug House, of New York City, has recently been incorporated with a capital of \$20,000. The directors are O. Gordon, Nicholas Krustal and Samuel Heron, New York City.

Wm. O. Luttmann, the popular druggist of Columbus Avenue and Eighty-first Street, is on the point of removing to larger and even more handsomely appointed quarters on the same avenue, corner of Eighty-fifth Street.

Dr. Rudolph Gies, who was assistant librarian of the New York College of Pharmacy for a few years, has resigned, and Dr. Harry B. Ferguson has been appointed temporarily. Dr. Ferguson has been quite ill since his appointment, but is now happily well on the road to recovery.

John E. Glass, formerly local representative of the London "Chemist and Druggist" at Birmingham, Eng., has opened an office in the Postal Telegraph Building, at Murray street and Broadway, as North American representative of that journal. Mr. Glass is an agreeable and well informed gentleman, and will undoubtedly make friends here rapidly.

Two New York pharmacists were fined \$50 each in the Court of Special Sessions on November 19 for violation of the pharmacy law in permitting unregistered clerks to have charge of their stores and to compound prescriptions. The offenders were Arthur Woodcock, 371 Third avenue, and Dr. Henry Siebenborn, 313 Tenth avenue.

W. E. H. Schneider, who succeeded to Plath's drug store in Englewood, N. J., was married on Thursday, November 15, to Miss Julia Bookstaver, of Manhattan. The honeymoon was spent in Albany and Boston. During Mr. Schneider's absence the store was looked after by Guert T. Reeder, Ph.D., of the firm of Reeder Bros., 460 Fourth Avenue, Manhattan.

One of the ornaments of George E. Evans' office at No. 3 East Fourteenth Street is a certificate showing that the English brush manufacturer, Hinde, was awarded a first prize at the Crystal Palace in London, in 1851. Mr. Evans' pride in the old-fashioned engraving is due to the fact that it contains a genuine autograph of the Prince Consort. There are few of these in existence, and its value cannot be reckoned in base metal.

Alphonse Major, of 461 Pearl Street, who has been identified with the cement business for many years, has filed a petition in bankruptcy, with liabilities of \$4,901, largely for advertising, and assets consisting of cash, \$18; bicycle, \$7; watch and chain, \$21, for which he claims exemption; 5 shares of stock of the Major Cement Company, of unknown value, and patents for a water filter and cooler, and an ice receptacle for water cooler, value unknown.

Charles Hitsch, formerly of Hahn & Hitsch, druggists, of No. 1437 Second Avenue, Manhattan, has recently purchased the splendidly appointed drug store of A. M. Jones, at the corner of Sands and Bridge streets, Brooklyn. This pharmacy is the only all-night establishment within a convenient distance of the Brooklyn Navy Yard and the Bridge, and has a large and constantly growing patronage. Mr. Jones, the former proprietor, will hereafter confine his attentions

solely to his store at 141st Street and Seventh Avenue, Manhattan.

The Tarrant explosion has led to the appointment by John McKesson Jr., chairman of the Drug Trade Section of the Board of Trade and Transportation, of a committee of five, who shall draft a prospective law regulating the storage of explosives, to be submitted to the Charter Revision Committee. The gentlemen appointed are Messrs. Andrew B. Rogers, chairman; A. Plaut, Anderson, Hartford and William Grey. Besides formulating a city ordinance the committee's efforts will extend to the Legislature of the State, where it is intended that the present imperfect statute pertaining to combustibles will be remodeled and corrected.

The following curiously worded advertisement appeared in a recent issue of the Brooklyn "Eagle":

WANTED—CHEMIST ASSISTANT IN Brooklyn factory, to take charge of laboratory, under general supervision of experienced chemist; duties simple, not burdensome; same tests, same commodity; \$12 a week; permanent, but chances for increase limited; requirements, fair knowledge of chemistry, regular habits, scrupulous carefulness; nice place for some one partially disabled; state age, nationality, married or single, and give a brief curriculum vitae. Address A. H. Box 8, Eagle office.

Brooklyn Adopts the Schedule.

It has been decided that the joint meeting of the six local retail druggists' associations favoring the tripartite agreement shall take place on December 13.

Before that time all the committees will have reported to their associations. The first of the committees to report thus far was that of the Kings County Pharmaceutical Society on November 13. The association indorsed the committee's report and empowered it to draw on the society's treasury for funds to support the canvass which is contemplated to secure the approval of the trade for the anti-cut rate agreement.

Tarrant & Co. Resume Business.

The disastrous fire and explosion which wrecked the Tarrant Building and several adjacent buildings at Warren and Greenwich streets put a temporary stop to the business of Tarrant & Co., but things are rapidly being righted, and Thomas F. Main, the president of the corporation, has lost no time in securing new quarters and resuming business. Immediately after the destruction of the building temporary offices were established at 68 Murray Street, and steps were at once taken to obtain the lease of a suitable building for permanent occupancy. In this the firm was successful, and the new premises are situated at No. 21 Jay Street. Workmen are now busily engaged in fitting up the building with the necessary machinery, etc., for the resumption of manufacturing. It is expected that the establishment will be in perfect running order in the course of a few weeks.

Annual Dinner of the Alumni Association of the New York College.

The annual dinner of the alumni association of the College of Pharmacy of the City of New York will be held, this year, on Thanksgiving eve, at the Arena in West Thirty-first street. The committee having in charge the arrangements for the dinner consists of Geo. E. Schweinfurth, chairman; Bruno F. R. Dauscha, Ed. A. Meinecke, Nelson S. Kirk and Frank N. Pond. Tickets, costing \$2 each, may be obtained from the chairman, Geo. E. Schweinfurth, 866 Sixth avenue, New York.

KINGS COUNTY SOCIETY.

Treasurer Ray Presented with a Gold Medal.

There was an unusually large attendance of members at the meeting of the Kings County Pharmaceutical Society on November 13, when Dr. Peter W. Ray, treasurer of the society, was presented with a solid gold medal in recognition of his 50 years of service in the pharmaceutical profession, as well as for his valued services to the society.

The meeting was the regular monthly one and was held in the lecture room of the Brooklyn College of Pharmacy at No. 329 Franklin Avenue.

President Oscar C. Klein, Jr., called the meeting to order, and after Secretary Frederic P. Tuthill had read the minutes of the previous meeting the following new members were elected: Uriah M. Friedmann, 30 Joralemon Street; Avery Russell Reed, 506 Seventh Street, and John Ketterle, Ph.D., M.D., 221 Troutman Street.

Applications for membership were received and referred to the Committee on Investigation, to be acted upon at the next meeting. They were from Joseph L. Mayer, 624 Fulton Street, and Frank L. Downs, 725 Nostrand Avenue.

A report of the financial condition of the society was then read by Treasurer Ray. It showed that the society was in a flourishing condition. The suggestion was then made by William Muir that some action be taken on the death of Edward R. Squibb, M.D. He introduced the following resolution, which was unanimously adopted:

Resolved, That in the death of Edward R. Squibb, M.D., the Kings County Pharmaceutical Society mourns the loss of an honored member, who, during his long and eminent career as a manufacturing pharmacist, upheld the dignity, honor and reputation of the profession which he adorned. Loyal and generous in his citizenship, benevolent, courteous and gentle in his private life, honorable and enterprising in his calling, his unblemished career and high scientific attainments offer an exemplary type of the character which has established the reputation of the pharmacists of America throughout the world, wherein his name was a synonym for purity and reliability in pharmaceutical preparations. Appreciating the value of his life and his services to the profession of pharmacy, the members of the Kings County Pharmaceutical Society record this tribute to the memory of Dr. Edward R. Squibb and extend to his family the assurance of most profound sympathy.

These resolutions passed, Mr. Muir brought up the subject of the N. A. R. D. plan to stop price cutting. He stated that canvassers would visit all the druggists in the five boroughs and induce them to abide by the price schedule to

be agreed upon, and Dr. Ray moved that the committee in charge of this canvass among druggists be empowered to draw on the society's treasury for money not to exceed \$100 as their share of the expense for canvassing.

The next order of business was the presentation of the gold medal to Dr. Ray. The presentation was made by Charles W. Klein, on behalf of the members of the society. Dr. Ray was taken aback by the kind gift and it was several minutes before he could find words to express his thanks. On one side of the medal is inscribed: "Presented to Dr. P. W. Ray, by the Kings County Pharmaceutical Society, 1850-1900." On the reverse side is: "In recognition of his fifty years of active service in the profession of pharmacy, and that this was in one store; also for his valued services to the Kings County Pharmaceutical Society as its treasurer for many years."

In his speech of acceptance Dr. Ray dwelt upon his early career and the history of the society since it was legalized in 1806.

He was warmly applauded when he concluded by thanking the gathering and saying that he hoped to live another twenty-five years to see the profession make still greater strides.

Dr. Ray is 76 years old, but hale and hearty. There are grandfathers in the Eastern District who remember having been treated by him when he was a young practitioner. He is still conducting his pharmacy at the corner of South Second and Hooper streets, although he has given up outside medical practice.

A Druggist's Experience in Galveston.

O. M. Waterhouse, a druggist, of Pittsburgh, Pa., tells the most thrilling story of the Galveston storm heard so far. He had been married in California and was on his way home, arriving in Galveston on the morning of the day of the fatal storm. He had planned to sail by the Mallory line from Galveston to New York, and he and his wife boarded the "Alamo," intending to arrange their baggage, and then see the city. Shortly after they went aboard the rain commenced and the wind blew a gale, so they did not leave the ship, but witnessed from its decks the awful effect of the hurricane. Mr. Waterhouse says that no one will ever be able to describe the sights of the first few days in the stricken town. From the decks of the steamer they could see the wrecked town, while the bay was littered with debris and countless floating bodies.

New Poison Law for Georgia.

A bill was recently introduced into the Georgia Senate by Senator Swift, making it a misdemeanor for druggists to sell, give or in any way furnish to any person either morphine, opium or cocaine, except upon the prescription of a physician. Physicians will be allowed to procure these drugs whenever they wish. The enormous increase in the consumption of such poisons, as reported by the druggists themselves, is responsible for the presentation of this bill.

WESTERN NEW YORK.

N. A. R. D. Work Progressing.

ERIE COUNTY ASSOCIATION REORGANIZED.

Trade Dull in Buffalo.

Buffalo, November 20.—There is a general report among the Buffalo druggists this month of dullness in the trade. Nobody seems quite to know what is the reason, but there is no doubt of the fact. This is the season of passing from the needs of the summer to those of the winter, and there is possibly a light demand on that account. The courage of the retail druggist generally is improved, for it is felt that the bottom has been reached, and as there is now a great effort on to improve the general condition of the trade it will be all the more likely to succeed on account of the universal demand for some restriction.

Erie County Association Reorganized.

So far the effort on the part of the Buffalo city druggists and also those of the county at large to formulate a plan for holding up prices has succeeded perfectly. That is, the members of the trade are agreeing to the plan of a combination that shall oblige them to act as a unit. The county association has been reorganized on a \$12 a year basis instead of \$1, so that there are now funds with which to keep up the work. A solicitor has now been out some weeks, calling on the members of the retail trade for signatures, and it is reported that he has not so far received a positive refusal. The complete price-list has not been made out yet, and will not be till it is known that the great bulk of the trade is in the movement. Some of the dealers make reply to the solicitor that they will sign the agreement, but prefer to wait till the list is out. Most of them sign it at once.

There is some misunderstanding in regard to the plan. One retailer who sent a letter to a New York house soon found it in the hands of a Buffalo jobber, as it asked for special prices and the manufacturer wanted it known that the jobber was the proper source for retail supplies. Nobody will be asked by it how much he pays for goods. Everybody will buy as cheaply as possible, but when somebody persistently cuts the price to the consumer the plan will pull him up for it and deprive him of goods.

The Erie County Board.

The Erie County Board of Pharmacy has issued the following licenses: Pharmacist to Charles L. Keenan, Louis C. Dedo, William P. Sayles; assistant to Charles D. Harris. Mr. Keenan and Mr. Harris were passed on credentials and the others on examination, being all who succeeded out of a class of 11. The board has arranged to hold a special meeting on December 29, for the purpose of examining all applicants and another on the 31st to pass on the papers. All applicants must have their applications in before the 29th. There is already a list of 20 waiting for the first regular December meeting. At the

last examination one man was discovered with a list of questions and answers under his coat. He was promptly exposed and dismissed.

BUFFALO NOTES.

Several of the prominent druggists of Saratoga Springs have decided to close their places of business at 8.30 o'clock every evening except Saturday, and to remain open only at certain parts of the day on Sunday.

Edgar T. Winters has bought the pharmacy of J. E. Fraña, at Tupper and Virginia streets, Buffalo. Mr. Winters was formerly the manager of the Parkside pharmacy of R. K. Smither, which is now in charge of Mr. Brodie.

The Acme Medicine Co., of Buffalo, N. Y., has been incorporated with a capital stock of \$6,000, for the manufacture and sale of medicines and chemicals. The incorporators are Henry L. Gillette, D. D. Clark and Glenn Yatea.

F. M. Hamlin, druggist, of Rome, N. Y., has sold an interest in his business to Willard H. Roberts, formerly prescription clerk with J. H. Sheehan & Co., of Utica, and William H. Fritchard, of Rome. The firm name will be Hamlin & Co.

Fred. Hutchins, formerly a druggist in the Black Rock district of Buffalo, has just returned from Manila, where he has spent about two years in various branches of the Government service. The climate appears to agree with him, though that is not saying that he means to return there.

The fifty-first birthday of Frederick Schneider, president and treasurer of the Schneider & Irving Drug Co., of Troy, N. Y., was pleasantly celebrated at his home in that city on the 11th inst. Mr. Schneider is widely and favorably known as the chairman of the Committee on Fraternal Relations of the National Wholesale Druggists' Association.

The Atherton Pharmacy, at Walden, N. Y., has been purchased by Arthur H. Goodale, son of James A. Goodale, druggist, of Dover, N. J. Mr. Goodale is a graduate of the class of 1900, New York College of Pharmacy, and received honorable mention for his high standing. He took possession of the Walden store, which is to be known as the "Goodale Pharmacy," on November 3.

The committee of the new State Board of Pharmacy on printing, etc., to which the three Buffalo members belong, has let the contract to a local printing house to furnish a 16-page pamphlet, which will contain the law under which the new body acts and also a map to show the distribution of members. Copies may be obtained by sending a stamped envelope to George Reimann, 405 Genesee street, Buffalo.

At the November meeting of the Board of Directors of the Empire State Drug Company, Buffalo, it was reported that 40 new stockholders had been received since the last monthly meeting. The demand for the company's preparations is increasing so fast that the working force at the laboratory has been increased lately and a third printing press has been put in. There are now about 1,800 stockholders, all of them necessarily druggists, using the company's output.

John Blek, president of the Palestine Drug Co., of St. Louis, Mo., together with Benjamin Chrieau, chemist of the same concern, were arrested recently on warrants sworn out by representatives of the Centaur Co., of New York, charged with imitating the trade-mark label of "Castoria." At the time of the arrest search was made of the premises, and between 5,000 and 6,000 labels, together with a large lot of goods packed ready for shipment, were seized.

And still they say there is no slate for the organization of the new State Board of Pharmacy. This is known to mean, however, that nothing has been fixed very definitely. It is not denied, though, that New York will want the presidency, though it appears that the very strength of that section, being the only one with five members, will be likely to prove its weakness, for if it tries to assert itself in any way the rest of the State is sure to combine against it. So the thing to do is to secure the adherence of three other members or nothing can be done. So far there has been great unanimity in the board. The closest division at the last meeting was 10 to 3, which is worthy of special note.

MASSACHUSETTS.

Retailers Confer.

CHAIRMAN HOLLIDAY IN TOWN.

Prof. Remington Lectures in Boston.

Boston, November 22. — President Tufts, in the annual report of the American Soda Fountain Company for the year ending August 31, says: "The result of the past year's business of our company has been more satisfactory than for several years preceding. The ten years during which the managers agreed to remain with the company will expire January 1, 1901. Four of the original managers will remain without increase of salaries, but Daniel J. Puffer and Luther W. Puffer retire. A considerable saving to the company is thus effected without a corresponding addition to its expense for salaries of others. The rights to manufacture under the Puffer patents, however, are vested in and remain with the American Soda Fountain Company. The present directors own a large proportion of the stock, and have not reduced their holdings during the past four years. The net resources have been increased \$179,006.57, and the profit for the year was sufficient to cancel the deficiency of \$95,329.64, shown in last year's report, and leave a surplus of \$83,676.93. The outlook for a continuance of successful business appears favorable." A dividend of 3 per cent. on the first preferred stock was paid yesterday.

Prof. Remington to the Women's Club.

Prof. Joseph P. Remington, of the P. C. P., visited the Hub last Friday. His coming was due to the Women's Club of the M. C. P., the organization having invited the professor to lecture upon "Prescription and Dispensing Difficulties;" the entire proceeds to be devoted to providing suitable accommodations for women in the college building. Professor Remington arrived in town on the morning of the 16th, and was the guest of S. A. D. Sheppard, Ph.G., during the day. At 6 p.m. he was given a complimentary dinner at the Vendome by the faculty of the M. C. P.; from 7.30 to 8 o'clock he was tendered a reception in the school library. During this function there was much music, and as the college boys were out in force, plenty of enthusiasm prevailed. This was followed by an adjournment to the lecture room, where the professor faced an audience of over 200. The introductory address was delivered by Mr. Sheppard, and then came the lecture. Before the professor was allowed to speak he was given the P. C. P. and M. C. P. cheers. As for the lecture itself, being delivered by Professor Remington is sufficient proof that it was all right. It was intended, and hit the mark, to suit all tastes, the scientific, popular and humorous sides being presented, the lantern slides shown adding greatly to the fun. The professor was at his best and scored many happy points. The affair was a success from every standpoint, and all concerned merit congratulations.

N. A. R. D. Prospects.

Frank E. Holliday came to town last week, and on Saturday he met at the Parker House a number of local retail-

ers. The question of local organization was discussed at length, Messrs. Holliday, Cobb, Canning, Flynn, Sawyer, Hubbard, Godding and others participating. Various plans were suggested, some being of the opinion that the work could best be done by the State association, while others urged that it be carried out by the Apothecaries' Guild. It was finally decided that the latter organization should begin the work by employing a canvasser to visit all of the stores in this city, in order to compile a list of those who favor the new schedule and those who do not. The list of those opposed will be sent to the headquarters of the N. A. R. D., and then a meeting of the Guild will probably be called.

The M. S. P. A. Committee on Local Organization is just out with a circular urging Bay State dealers to "get together." The plan suggested is for the druggists in each town to organize and then form county organizations made up of delegates from the various town associations. The county organizations in turn are to affiliate with the State Association, and in this manner become connected with the N. A. R. D.

Not Guilty.

Charles W. Smith and John A. Morgan, two Medford druggists, were recently found not guilty of the charge of illegal liquor selling in the Cambridge Superior Court.

A Druggist Elected to Office.

One of the surprises of the recent election was the selection of Irving P. Gammon, Ph.G., of Ward 21, for representative on the Democratic ticket. The ward has been hopelessly Republican in past years, and has been considered one of the banner Republican wards of the city, but Mr. Gammon's popularity carried him to victory. Mr. Gammon was graduated from the M. C. P. in '89, and has since been connected with the management of the Alumni Association. He has conducted a store for many years at the corner of Dudley and Warren Streets.

Drug Examination.

During September the State Board of Health examined 76 samples of drugs and found just half of the number to vary from the legal standard. The samples of drugs found to be adulterated were citrate of iron and quinine, distilled water, extract of ginger, extract of liquorice, glycerin, lemon juice, oil of lemon, olive oil, precipitated sulphur, red wine, tannic acid, tincture of iodine, tincture of opium and whisky. Two samples of confectionery were also tested, but these were found to be of good quality.

CITY NEWS.

J. J. Collins is the new head clerk at the Massachusetts General Hospital.

The failure of Arthur A. Stinson is announced. Liabilities, \$4818; no assets.

Otis Clapp & Son are now located in the new store, 8A Beacon street. They have occupied 6 Beacon street for many years.

The Moxie Nerve Food Co. have just ordered a third carbonator, cataract pattern, from James W. Tufts. It goes to the New York branch of the Moxie Co.

The awning on the store of F. E. Gaylord, 1383 Washington street, was on fire one morning recently. The damage amounted to about \$15.

James W. Tufts, president of the American Soda Fountain Co., who has not been well for the last few months, is in a much better condition physically.

PENNSYLVANIA.

Victory for the N. W. D. A.

DECISION IN THE PARK APPEAL.

Feeling Against the State Board of Pharmacy.

Philadelphia, November 20. — The wholesale druggists, and especially those who are members of the National Wholesale Drug Association, are greatly pleased over the decision rendered by Judge Rumsey, of the Appellate Division of the Supreme Court, of the State of New York, in relation to the suit brought by the John D. Park & Sons Company against the National Wholesale Drug Association and others to compel them to sell goods to this house. Judge Rumsey says the manufacturer has the right to refuse to sell goods to any one, if he sees fit, or to charge any price that best suits his inclination.

The text of Judge Rumsey's opinion on the case is as follows:

It cannot be denied that each manufacturer has the right to refuse to sell to any one if he sees fit. If he chooses to make his goods and sell them he has a right to fix any price he chooses upon them. Not only so, but he has the right to select his own customers. He may agree to dispose of all his goods to one person or he may be willing to supply the whole trade except one person, and whatever he chooses to do is a matter with which the law has no concern, because the goods are his, to be kept or sold as he pleases. So he may not only fix his own price, but he may impose such terms as he sees fit or can exact from his customers.

These matters are absolutely within his own control. If each manufacturer is at liberty thus to control the sale of his goods, undoubtedly all may, if they see fit, agree together to enforce conditions which each one seeks to impose upon the dealing with the article which he makes. The action of each manufacturer in fixing prices and imposing conditions of sale is undoubtedly legal. Having fixed the prices and the terms of sale, they combine for the purpose of enforcing their contracts. As the end to be accomplished is legal, and they do not propose to take any step in carrying into effect which each might not properly take if he was working for himself, no right of action can arise to any one as a result of their combination.

The decision affects 400 wholesale druggists and over 40,000 retailers; but John D. Park & Sons have one more appeal in New York State—to the Court of Appeals.

Feeling Against the State Pharmacy Board.

In retaliation for the suits brought by the State Pharmaceutical Board against Philadelphia druggists who failed to comply with the law requiring the conspicuous display of renewal certificates, the Retail Druggists' Association will urge a revision of the Pennsylvania pharmaceutical laws by the next Legislature. To give the movement a start a meeting has been called for Friday afternoon, December 7, at the Philadelphia College of Pharmacy.

The proposed new laws will require the Governor to appoint the Pharmaceutical Board from a list of nominees presented by the State Druggists' Association. They will also repeal the renewal clause, which is responsible for the prosecutions now pending.

"Lawyers and doctors do not have to renew their certificates," said a prominent druggist yesterday, "nor should we. There are no triennial examinations. It's simply a matter of each druggist paying \$3 every three years to the board. It's an imposition."

Many of the druggists whose cases were heard by Magistrate Cunningham presented no defense. They were fined \$10 each and costs. They will appeal and test the constitutionality of the law. Six gave satisfactory excuses to the magistrate, and Attorney Stewart, of Towanda, who represented the prosecution, consented to their discharge.

What a Leading Jobber Thinks of the Crusade.

The opinion of Mahlon N. Kline of the course of action followed by the Pharmacy Board is clearly expressed in the following statement which he makes for the AMERICAN DRUGGIST:

"My opinion of the action recently taken by the Pharmacy Board in hauling up before a magistrate several hundred of the druggists of this city, by reason of their neglect to display their re-registration certificates, is that, to say the least about it, it was exceedingly ill advised.

"It was found that very few druggists were familiar with this requirement in the Pharmacy Law, and while I admit that the law should, of course, be strictly adhered to, it is a question whether any good purpose is to be gained by subjecting to loss of money and great indignity so large a number of druggists in this way, simply because so comparatively unimportant a requirement has not been complied with.

"If it was considered desirable to emphasize the importance of having these certificates displayed, bringing before a magistrate one or two of the flagrant violators would have accomplished the same purpose, and saved much useless annoyance to a class of people who certainly deserve consideration from their fellows who happen temporarily to be in a position of power, and who, I fear, have been actuated more with a desire to give evidence of that power than to really benefit the community, in whose behalf this law was placed on our statute books.

"In taking this unwise action the members of this Pharmacy Board have seriously injured, if not entirely destroyed, all hope of improving our Pharmacy Law, because the sentiment created against it has become so pronounced that more assistance will be proffered for its repeal than for its perfection.

"I sincerely deplore the unwisdom of the step."

A Handsome Offer to Philadelphia Retailers.

The members of the Retail Druggists' Association of Philadelphia are to be congratulated upon an offer made the association by I. Cohen, the proprietor and manufacturer of "Foodigests." Mr. Cohen's offer, which was accepted with grateful thanks, was explained as follows: That he would give the Philadelphia Retail Druggists' Association, for three years from this date (November 2), 3 per cent. on all sales of "Foodigests" made to the jobbing trade of Philadelphia, thus virtually making the association a partner in his business for that length of time, only asking in return that the members of the association would give all assistance possible in keeping up the price of his preparation.

Mr. Cohen is a gentleman who be-

lieves in co-operation of a substantial nature rather than in talk, and feels that in order to quickly and successfully accomplish its present important objects the association should have sufficient funds to work quickly, and promptly discharge its obligations, without imposing hardship upon any of its members.

Action Taken to Suppress a Cutter.

The local branch of the N. A. R. D. has begun work in earnest and a prominent drug house has been put on the cutters' list. This house refused to go into the plan and steps have been taken to prevent it from securing goods. The wholesale drug houses so far have refused to deliver goods to the so-called cutter and they get out of it by saying, "We are out of such and such an article."

Another Drug Explosion.

At 2 o'clock on November 15, in the liquid department of Powers & Weightman's chemical works, at Ninth and Parrish streets, an assistant chemist was standing at the weighing table, trying to make sure that three pounds of carbon disulphide weighed exactly three pounds to the grain. He never made sure. As he moved the weight the carbon disulphide went puff! A flash as high as the ceiling accompanied the puff, together with an "ouch!" from Weigher Nicole. He had had a blister burnt on his wrist.

When the other workmen found they were not dead they rang the fire alarm. Engine No. 26 tearing up Tenth street from Hamilton and hose cart No. 13 soon came ripping along Brown street from Fifteenth. They bumped together at Tenth and Brown streets and one of the hosemen was thrown out, dislocating his left shoulder. He also had his hand crushed and was badly bruised about the face.

Before the engine and hose cart were disentangled Weigher Nicole had thrown a bucket of water over the weighing table. That bucket of water put out the fire.

ITEMS OF NEWS.

G. N. Whitaker has purchased an interest in the store of E. L. Klopp, at Glenside, Pa.

E. T. Schilling has left the store of the P. C. Schilling Co., at Sixth Avenue and Wylie streets, to attend to the Sixth and Penn Street store of the company.

B. E. Prichard, the new secretary of the Western Pennsylvania Retail Druggists' Association, is proving himself a hustler at the work of keeping in touch with the retailers.

F. P. Riedenauer has sold to J. R. Smyser the drug store at Germantown and Cheltenham avenues. Mr. Smyser also conducts the store at Fortieth street and Lancaster avenue.

A. B. Willson, of this city, has secured the American agency for a large European house dealing in roots, herbs, seeds, etc., and will carry a stock here which will insure prompt delivery.

A. J. Koercher is busy fitting up the store formerly owned by Louis H. Holden at 301 Federal Street, Allegheny. When completed it will probably be the most attractive store in the city.

On November 8 Dr. Adolph W. Miller gave an interesting lecture to the members of the Philadelphia Drug Exchange in the Bourse Assembly Room, entitled "Rambles Through Paris and Germany."

C. A. Eckels has purchased the two stores of Mr. Crottura, at Twentieth and Fairmount avenue and Eighth and Girard avenue. Mr.

Eckels now has seven drug stores in this city, and rumor has it that he has options on others.

Crother Bros.' drug store, at Twentieth street and Fairmount avenue, has also been sold to Thos. MacPhee. This is a good business stand, and the reason for parting with these stores is that Lawson Crother and his brother are going to move to the South, where their large interests will occupy their full time.

D. H. Morris, a popular retail druggist of Allegheny, died recently in that city of typhoid fever, after about a month's illness. He had just fitted up his store at an expense of over \$1,100. Mr. Morris was insured for \$13,000, and his entire estate goes to his relatives in Camarthen, Wales.

OHIO.

Adjustment of Price Cutting Difference.

SUCCESSFUL WORK OF THE N. A. R. D. LOCAL BRANCH.

Only Three Cutters Remain.

Cincinnati Ohio, November 20, 1900.—That the local branch of the N. A. R. D. has done good work is shown by the fact that only three druggists in the Queen City of the West now display the cut rate sign in front of their stores. Cincinnati has long been recognized as presenting the most difficult problems for the promoters of the N. A. R. D. movement to solve. The officials of the organization thoroughly understand that conditions vary with localities, and have wisely left much work in the hands of the local associations, whose members are familiar with the local peculiarities and best fitted to judge of the most promising methods of dealing with them. The existence of a local association proves in itself the fact that bright minds are behind it, and that Cincinnati is no exception to the rule. Despite the fact that difficulties in the way were unusual the local association has proved itself equal to the task and has brought matters into shape in a remarkably short time. This is shown by the small number of houses that have not signified their sympathy for the objects desired to be accomplished by the organization. When the movement to stamp out the cut rate evil was started in this city it was freely asserted that it could never be accomplished in the wide world. With such progress already made it is not too much to believe that the time is not far distant when the retail drug trade will have accomplished all needed reforms. It seems now a matter of simple persistence and a continuation of unity of action. The cut raters who have not succumbed to the offers and attempts of the other members of the craft still maintain a "stiff upper lip" and claim that they will get goods and continue to thrive in the future as they have in the past. Time alone will show who is right.

A New Protective System.

E. R. Cooper, of Lakewood, O., who is widely and favorably known as the organizer of the Northern Ohio Druggists' Association, Cleveland, has connected himself as managing secretary with an organization known as the In-

terstate League. The object of the League, as stated by Mr. Cooper, is to protect isolated individuals and local associations "who in themselves are not strong enough to cope with adverse conditions."

OHIO ITEMS.

W. C. West has bought out J. Z. McCall, at Bethel, Ohio.

Haines & McLaughlin, of Maysville, have sold out to W. P. Roberts & Son.

John C. Miller, of Xenia avenue, Dayton, O., is suffering with malarial fever.

G. W. Lucky, of South Charleston, has returned from Chicago and the West, greatly improved in health.

Dr. J. T. Weed's new pharmacy, at Freeman avenue and Clark street, looks very inviting. It is the old Steggemiller stand.

Edward Burdsal, formerly a member of the Board of Legislation, has been appointed druggist at the City Infirmary.

Fire almost completely destroyed Barton's drug store at Pomeroy, Ohio, recently. The loss on the stock was covered by insurance.

Henry Klisker, formerly with C. A. Ap-meyer, has purchased the store of A. O. Zwick, at Seventh and Mound streets. The store will be remodeled.

There are only three druggists in Cincinnati who have not taken down cut rate signs. All the rest have come into the fold on the price question.

W. F. Knoemiller, the well-known Walnut Hills druggist, was recently injured by striking a hidden log in the lake at the Lagoon while bathing. His ankle was wrenched.

Dr. Louis Sauer's pharmacy, at Central avenue and Baymiller street, was entered by thieves one night recently and a small amount of money and other things taken.

A. W. Teter has opened his new store at Bainbridge, O. Mr. Teter has wielded the pestle for a long time for others and is fully competent to handle one in his own behalf.

John Rullson, who lately clerked for John A. Nipgen, ex-member of the State Board of Pharmacy, of Chillicothe, is now at Christopher's pharmacy in Greenfield.

A. W. Bean, the prominent pharmacist of Waverly, O., is visiting Detroit and the nearby lakes in search of lost health. Before returning to his home he will visit many relatives.

The marriage of Frank Potter Todd and Miss Cora May Kimmel was a recent well attended society event at Dayton, O. Miss Landis was maid of honor and Mr. Chalmers the best man.

James T. Blaser the veteran pharmacist of Waverly, is not in the best of health, and will soon tie himself to Florida. He thinks that a winter in the South will benefit him. We hope so.

The Brown Chemical Co., of Sandusky, Ohio, has been recently incorporated with a capital stock of \$2,000. The incorporators are Charles J. Andrea, Frank S. Cable, Edward J. Cable, Charles C. Blackford and Daniel King.

W. D. Averhill, the well-known druggist of Frankfort, Ky., has just returned from a trip to New York and other Eastern points. He enjoyed his trip very much and managed to find much time for sight-seeing and pleasure. He will now go more often.

R. H. O'Hara has purchased the well-known pharmacy of J. C. Brown at Williams-town, Ky. Mr. O'Hara is also in business at that place. Both places will now be conducted under the firm name of James O'Hara & Company. Both stores will be remodeled.

Representatives of wholesale drug houses of Kentucky, Indiana and Ohio met recently at Columbus, O., as a branch of the National Wholesale Druggists' Association and discussed cut rates at considerable length. No definite action was taken other than to go on record as opposed to the cutting of prices. The meeting was more a social than a business one. The visiting members and local druggists drove to the Arlington Country Club in the morning and took dinner there. The afternoon was spent in talking of business matters, after which the party returned to town and the evening was spent in bowling and billiards, and a light lunch was served.

MICHIGAN.

Prospects for Fall Trade.

ANNUAL MEETING OF THE DETROIT ASSOCIATION.

The Death of Cut Rates.

Detroit, Mich., November 19, 1900.—Trade in a retail way is very dull at present, the weather being unfavorable for shopping. When, however, the rainy spell ends, and is succeeded by the inevitable cold and damp the druggists will reap a rich harvest. In anticipation, cough remedies and cold cures are in evidence in many downtown windows.

Meeting of the Detroit Association.

The Detroit and Wayne County Retail Druggists' Association held its annual meeting on the 14th inst. The meeting was well attended. Besides the election of officers, several changes were made in the constitution. The annual dues were increased to \$3, and the secretary allowed a salary of \$50 a year. The secretary was also allowed \$50 for his services during the past year. The Executive Committee was increased in number. Officers were elected as follows: President, J. W. Seeley; First Vice-President, G. W. Stevens; Second Vice-President, P. Nasmyth; Secretary, C. F. Mann; Treasurer, Wm. Dupont. The Executive Committee, besides the president and secretary, who are ex-officio members, consists of A. L. Walker, W. H. Burke, A. S. Parker, F. A. Corke, W. A. Hall, F. W. Stevens, M. E. Keyes, W. W. Fiero, W. P. Doty, D. S. Hallock.

Under the stimulus of the new methods and of something actually accomplished toward better prices, the association should, and probably will, take on a new lease of life.

The Drug Clerks' Association.

The same evening the Drug Clerks' Association held an enthusiastic meeting, during which three candidates were initiated to membership, and seven new applications were posted. Arrangements were perfected for the second annual hop, which is to take place on March 20.

Tarrant Fire Stirrs the Detroit Officials.

The Tarrant fire in New York woke up the department here to an investigation of the wholesale drug and chemical establishments. They found everything as safe as human care could make it, with sprinkler systems, fire brigades, fire walls, plenty of extinguishers and water at hand, and above all, obedience to the law in regard to handling inflammable and explosive goods.

The Death of Cut Rates.

Quite a flurry was caused recently by an article in a local daily telling of the death of cut rates, "prices to go up," "all in a combine," etc. This called forth some warm replies from the erstwhile cut rate men saying that it was not so, and reiterating their defense of the public against the robbery of high prices, etc. If the matter be dropped at once no harm may come of it, but it is a good way to start backward. This is not a subject that can be advertised

from the housetops with any advantage to either side. It is well to remember that the least said is soonest mended.

An Unfortunate Publication.

In conversation with a prominent member of the committee who had this matter in charge, speaking of the difficulties in the way, mention was made of the bad effect caused by the publication in a New York drug journal of statements casting reflection on Detroit and upon the stand taken by some of our large stores. Instead of helping along the good work such articles, he said, tend to retard any understanding by stirring up bad feeling, which, as far as Detroit is concerned, is happily at an end, all the pharmacists and department stores now being of one mind as to the necessity of obtaining better prices. The N. A. R. D. plan will not be needed here if care is taken to preserve the present good feeling.



Harry Skillman.

Advertising Manager and Manager Publication Department for Parke, Davis & Co., Detroit, Mich.

We present to our readers in this issue a portrait of Harry Skillman, of Parke, Davis & Co., whose face is familiar to the jobbers and to many proprietors from ocean to ocean.

Mr. Skillman is a genuine, dyed in the wool Buckeye product and for a number of years lived in Cincinnati and called on the larger buyers, establishing a high reputation in the trade. Later he was tendered the management of the publication department of Parke, Davis & Co., a position he has filled most satisfactorily to the stockholders, as through his efforts the earning capacity of the department has been largely increased.

As an advertising writer his success has been remarkable, he having given to the pharmaceutical and medical profession some of the most attractive copy ever laid before them.

Mr. Skillman is popular with his associates, his competitors and the fair sex, and while he has rapidly mounted the ladder of fame and fortune he has never contracted that megalomania which has afflicted and spoiled so many in the advertising field.

DETROIT NEWS NOTES.

Mead's Pharmacy has moved from Bay City to Omer.

Sunday Nornabell, formerly with Perry Hibbard, has gone to Port Huron with G. T. Bricker.

Jas. Hogg, already the owner of a store on Jefferson avenue, has purchased the Brutenbach store on Champain street. Mr. Walter joins Mr. Hogg in this enterprise, and Mr. Trillick, formerly with Bertrand, will manage the new store.

ILLINOIS.

For Repeal of Stamp Tax.

APOTHECARIES' SOCIETY AT WORK.

Progress of the Work of Organization.

Chicago, November 20.—The Apothecaries' Society of Chicago has begun an active campaign for the repeal of the war tax on medicines, or rather, it has put new life into the agitation that has been going on for some time. A resolution was introduced by Mr. T. V. Wooten, at a meeting last Friday in regard to presenting to Congress a petition to repeal Schedule B of the war revenue act, and it was unanimously adopted. The resolutions follow:

Resolved, by the Apothecaries' Society of Chicago:

That the internal revenue tax upon medicines, in its practical working, is by far the most unjust and oppressive tax imposed by the Federal statutes. While the druggists pay a full share of all other taxes, they are singled out for special and excessive taxation upon nearly sixty per cent. of the goods they sell.

The theory that the tax upon medicinal preparations is borne either by the large manufacturers or by the consumers is delusive. While in some cases the large manufacturer pays the tax and bears it, in the great majority of cases the manufacturers (following the example of the telegraph and express companies) add the tax to their wholesale price and pass it down to the retail druggist; but when the tax reaches the retail druggist it goes no further. It is not, and practically it cannot be, shifted to the consumer.

In addition to the tax thus paid indirectly, a substantial per cent. of the total revenue upon medicinal preparations is paid directly to the Government by the retail druggists upon preparations put up by themselves.

When this tax was imposed to carry on the Spanish War it was borne with patience from patriotic motives; but, under present conditions, the continuance of such a tax directed against a class of honorable and industrious citizens is without justification. It makes an inroad upon the earnings of the average druggist of such excessive proportions that, if a like tax were levied upon business men generally, the whole country would be stirred by its injustice.

In view of these admitted facts and as a matter of simple justice, we believe Congress should remove this tax at the earliest possible moment, and we earnestly urge the Illinois senators and members of Congress to do everything in their power to secure this end.

The meeting was held at the Union Restaurant, and, as the association's meetings go, was well attended, twenty being present.

The Supreme Court Decision.

The recent decision of the Supreme Court in regard to the patent medicine clauses of the State Pharmacy Law was the first matter to be discussed. A committee was appointed to co-operate with a committee of the Chicago Retail Druggists' Association, the Executive Committee of the Illinois Pharmaceutical Association and a committee to be appointed by President Dyche, of the State Board of Pharmacy, to see what could be done in regard to perfecting the law at the coming session of the Legislature. The committee consists of T. V. Wooten, J. H. Wells and A. E. Ebert. A memorial and appropriate resolution regarding the death of Dr. E. R. Squibb was presented and adopted. A committee consisting of A. E. Ebert, Dr. C. L. Clancy and Bruno Batt was appointed to attend to the resolution, and see that it reached the family.

Progress of the Work of Organization.

Organizer Prouty, of the Chicago Retail Druggists' Association, made a report showing the progress of the work in districts and wards. He said that he had been able to obtain the names of 90 per cent. of the druggists where he had been working, but that in some localities he had found determined opposition. The members were greatly pleased with the progress of the work. George A. Graves, president of the Chicago Retail Druggists' Association, was elected to membership in the Apothecaries' Association. The Apothecaries' Society membership is limited to forty, and he was chosen to fill a vacancy. An assessment of \$1 each was ordered on all members in order to pay the coming assessment that the body will have to pay to the N. A. R. D.

Rehearing on the Pharmacy Law Decision.

Chicago, November 22.—Several interesting developments are the result of the recent decision of the Supreme Court of Illinois, in which the sections of the State Pharmacy act safeguarding the sale of patent medicines and proprietaries were declared invalid. The State Board, through its attorneys, Kitt Gould and Gabriel J. Norden, has filed a petition for a rehearing, discussion of the advisability of amending the Pharmacy act has begun, and the attorneys for both sides have come to a clear understanding of the court's meaning when "Reversed and remanded" was written at the end of the opinion, in which it was decided that any one could sell patent medicines. This last point was not understood by any of the attorneys when the decision was rendered, and they frankly admitted that fact. Attorney Sherburne, for Theo. Noel, could not fathom the reason for remanding the case to the Criminal Court of Cook County for retrial after the court had decided that the limitations on the sale of proprietaries had been removed at the solicitation of Noel. It now seems evident that the Supreme Court tied a string to Noel's victory. It was decided that any one could sell patent medicines—except the man who made them. Had the decision been otherwise, it is thought that any grocer might have compounded prescriptions, wrapped them up and given them out as proprietaries, of which the physician's prescription was the formula. The court seeks to prevent this, it decides that the one who makes a medicine cannot retail it unless he is a registered pharmacist and sends the case back to be retried under the new interpretation of the law. Noel, it is asserted, has sold his patent medicines at retail, hence it is believed he is open for conviction on the retrial. Attorney Norden summed up the situation as follows:

Opinion of Attorney Norden.

"In the case of Noel vs. the People, although the law was held to be unconstitutional as to the sale of patent medicines, the significance of the remanding was in this: that while Noel, who was a manufacturer of patent medicines, could not be prosecuted for selling patent medicines as such, still, not being a registered pharmacist, and yet compounding patent medicines, he could be prosecuted under that section

of the statute that prohibits compounding, dispensing and retailing of medicines by one who has no license to practice as a pharmacist."

The effect of this portion of the decision is not very broad, as not many manufacturers try to sell at retail; it only catches those who do both. It is probable that the Supreme Court will decide in regard to the rehearing during the December term, but it should be clearly understood that only at the rehearing can the Pharmacy act be restored to its original form. The remanding is a comparatively small matter, it only affects one manufacturer at present, and, as far as the remanding is concerned, the sections of the Pharmacy act which limit the sale of patents to registered pharmacists are knocked out. The Noel case will be tried again no matter how the petition for a rehearing is decided. It will be tried under that paragraph of the act which prohibits the compounding, dispensing and retailing of medicines by those who are not registered pharmacists.

Proposed Revision of the Pharmacy Law.

In regard to legislation which it is hoped to secure during the next term of the General Assembly, which opens in January, Attorney Norden said:

"There are a number of changes which may be made in the Pharmacy act, if the coming Legislature sees fit to make them. The only way in which they could bring in a prohibition against the sale of patent medicines that would stick would be by compelling every pharmacist to examine or inspect the quality and ingredients of all patent and proprietary medicines which he offered for sale. The effect of this would be that he could practically warrant the quality of the medicine to the purchaser and be responsible for any harmful consequences that might result if the medicine was not what it purported to be and what it was sold for. Or it could be amended in this way—that the druggist should be held to warrant the quality of any patent medicine he sold, which would be somewhat in accord with the Iowa statute.

"If a rehearing is not granted, section 8 would also have to be amended. This act provides that all non-pharmacists doing business in the country may be permitted to sell patent medicines by a permit issued by the Board of Pharmacy, which power the Supreme Court has declared to be unconstitutional. The Legislature could pass a valid enactment prohibiting the sale of patent medicines anywhere except at a place, say, over five miles from a regular drug store or pharmacy establishment, or the Legislature might fix any other distance. There is a similar enactment to this in the laws of Minnesota, which has been passed upon by the Supreme Court of Minnesota and held to be a valid exercise of police power. Amended in this way, the law would be good, although it would impose upon the druggists the task of making an inspection or analysis and would also impose upon them a responsibility for the quality of the patent medicine sold. Among the members of the Legislature will be Kitt Gould, who has been attorney for the Board of Pharmacy. He is now considering various changes that would make the law more effective."

The Petition for a Rehearing

is rather lengthy. It begins with expressions of regret that the court has seen fit to render such a decision and says:

This court has selected this class of remedies from among all others because these remedies were mentioned in the proviso to the said section which permitted their sale by retail dealers in localities afterward provided for. That the court's reasoning might apply with equal force to a great many of the other drugs and preparations sold by druggists furnishes another reason why we are anxious for the court to grant a rehearing in this case.

Then follow a number of citations to show the power of the Legislature to pass an act which refers to police power. It summing up it adds:

In each of the cases cited, it will be seen that the police power was exercised upon a subject over which the Legislature had police control; that being granted, the constant tendency of the courts has been to allow to the Legislature full and ample discretion within the said sphere to regulate the branch of business under its control, so as to accomplish the object for which the legislation was intended.

Further on in the petition is the following:

Citizens in discussing the regulating of the sale of drugs and medicines may differ upon the question whether this part of the statute has a tendency to protect the public health. If the Legislature believes that this law goes far enough, that it is sufficient, then no stricter rule is essential for the protection of the public health. Shall the court say that the Legislature in going no further was mistaken? If the Legislature says that requiring the exercise of the pharmacist's skill and prudence in the sale of various patent remedies, with the contents of which he is familiar, and which he examines or analyzes as much as he does the rest of his stock in trade, is a sufficient regulation, is it for the court to say that it is insufficient?

In all matters of government, especially of police power, a wide discretion is necessary, various harmful tendencies requiring restrictions that can only be imposed by legislative power. This court and other courts have justly held to be void police enactments which went too far and were therefore vicious. If the courts should also maintain this assumed right to declare laws invalid which in their judgment do not go far enough, what shall become of the legislative discretion? Or shall it be abdicated? Or shall a new veto power be instituted and lodged in the Supreme Court? If the Legislature in its discretion shall find that a law which lodges in a certain class of competent and prudent men the exclusive right to sell all medicinal remedies, does as a matter of fact restrict a possible harmful tendency, shall the court say it does not and cannot? May it not, at least, be said that there is graver danger in the universal than in a restricted sale of patent medicines, and, if so, is this not therefore alone a justifiable measure?

In regard to the use of proprietaries the court is informed:

Not less than seventy-five per cent. of all the pills, capsules, boluses, tablets, etc., prescribed by physicians and quite a large fraction of all liquid remedies are bought ready-made by druggists from large manufacturers who sell their products all over the country. This saves the druggist the work of doing his own compounding. These various remedies, and there are thousands of them, are catalogued by the manufacturer, and can be bought by any one. And also, according to the court's reasoning, they could be sold by any one as well as by a pharmacist, for they are practically sealed, and inspection or analysis of their ingredients is out of the question.

But the law had a broader purpose than the mere compelling of examination, analysis and inspection of drugs. The druggist is supposed to know medicinal remedies and ingredients with as much certainty as the physician can diagnose a disease, as an architect knows the wind resistance of a certain steel structure, as an engineer knows the strength of his machinery, or a lawyer knows the law in any given case.

In the latter portion of the petition the following reference is made to section 8 of the Pharmacy act:

We think the court erred in holding section 8 of the Pharmacy law to be invalid, for,

we submit, the law neither vests in the Board of Pharmacy a purely arbitrary discretion nor did the Legislature make an attempt to delegate its legislative functions. American statute books are filled with such vesting of discretion which has been sustained by the courts, and this court has frequently sustained statutes of this description.

The Drug Club.

Elaborate engraved invitations were sent out for the dinner on November 20 for the purpose of perfecting the plans for the much talked of drug club, which was referred to at some length in our last issue. The invitation is issued by the following gentlemen: H. A. Antram, Secretary and Manager the Randolph Box & Label Co.; E. H. Buehler, Manufacturers' Agent; L. A. Becker, President of the L. A. Becker Co.; Henry Beck, Manager Chicago House, Dodge & Olcott; C. M. Phelps, Western Agent Londonberry Lithia Springs Water Co.; Samuel H. Gunder, Proprietor Graves' Tooth Powder; Frank Hereth, Searle & Hereth; Harry Holland, Manager Chicago Office, Stallman & Fulton; Chas. E. Matthews, Manager Western House, Sharp & Dohme; John F. Matthes, Manager Chicago Office, Whitall, Tatum & Co.; Ed. F. Mallory, Manager Chicago Office, Lazell, Dally & Co.; Romaine Pierson, Chicago manager of the AMERICAN DRUGGIST.

Drug Bowlers.

At the last meeting of the Drug Trade Bowling Club the following scores were made:

Matthes	.....338	Thomas	.....510
Blockl	.....446	Baker	.....503
Fechter	.....326	Wedbery	.....472
Odbert	.....406	Bauer	.....474
Waldron	.....414	Armstrong	.....516
Storer	.....547		

C. A. Storer won the high average medal, and J. H. Odbert the improvement medal.

CHICAGO NOTES.

Johnson & Garnant is the name of a new firm that has just started at Cedar Rapids.

H. W. Gifford, who has a store at 4450 St. Lawrence Avenue, was given a final discharge in bankruptcy November 6.

George Miller, of Miller Brothers, Parkersburg, Iowa, has sold out to his brother, Ed., and will move to Clinton, Iowa.

C. A. Little has purchased the business of the Sexton Drug Company, at Sexton, Kosuth County, Iowa, and will continue the store under the same name.

W. E. Myers, of W. E. Myers & Co., Leon, Iowa, has bought the interest of Lew H. Youngs, his partner, and hereafter will do business without using the word "company."

Chicago druggists who have political leanings are still very much exercised over an attack on Kitt Gould and Stote's Attorney Deneen, that appeared just prior to the recent election. The attack was contained in a circular sent out by the Druggists' Protective Association, and called forth a reply from President Dyche, of the State Board. Both Mr. Deneen and Kitt Gould were victorious, and are now receiving congratulations.

Marvin Holt, a well-known wholesale drug salesman, was the victim of a mysterious and brutal assault in Chicago recently. When the police found him he was lying on the floor of a saloon, unconscious and terribly beaten. Holt was late in reaching home the night before and had to pass the alley south of Madison Street, in Paulina. He thinks it was there he was attacked, though he is not certain that he was not followed out the rear door of the saloon. In the alley he was knocked down by two men. His neck was cut and his face crushed in by the blows rained on him. Then he was dragged through the mud into the saloon and left on the floor. Neighbors summoned the police, and the saloon keeper and the inmates of the place were locked up on charges of disorderly conduct. Holt lost his overcoat in the encounter and the police removed him to a private hospital for treatment.

MISSOURI.

N. A. R. D. Plans Complete.

Will Go Into Effect Soon.

St. Louis, November 19, 1900.—Everything is about ready to place the N. A. R. D. plan into operation in this city. The members of the St. Louis Apothecaries' Association, who have been making the arrangements, have secured the required number of local druggists to co-operate in the plan. They will hold a big mass-meeting in the near future, when the details will be arranged. The local jobbers are all ready to do their part in carrying out the plan. The prevailing desire among the local druggists seems to be to put the plan in operation with the beginning of the new year. The officers and members of the local association have worked long and hard on this and certainly deserve much credit for what they have accomplished.

The Cocked Hat League.

The contest of the Druggists' Cocked Hat League is becoming more and more interesting as the season advances. The first forty-five games have resulted as follows: J. S. Merrell Drug Co. won 29, lost 16; Moffit-West Drug Co. won 25, lost 20; the Searle & Hereth Co. won 23, lost 22; Meyer Bros. Drug Co. won 22, lost 23; Mound City Paint & Color Co. won 20, lost 25; Eli Lilly & Co. won 16, lost 29. The members of the J. S. Merrell Drug Co. team feel highly elated over their ability to maintain the lead from the very start. The Eli Lilly team have been trying to throw the dust in some one's face ever since the season started, but are still bringing up the rear. The highest single game score was made by Mr. Brenner of the latter team, it being an 89 record. As a single game team the Moffit-West Drug Co. hold the record with 289 pins. Aszman, of the Mound City Paint & Color Co. team, and Kunz, of the Moffit-Wests, hold the record for five games with 300 pins. No team has yet been able to beat the Moffit-Wests for five straight games, as their record is 1244 pins.

A Scientific Meeting.

The Alumni Association of the St. Louis College of Pharmacy will give their second scientific meeting of the season at the College of Pharmacy on Tuesday evening, the 20th inst. Dr. Emler Grebe will deliver a lecture on "Essential Oils and Their Manufacture." Mr. Grebe is chief chemist for the Meyer Bros. Drug Co., and has quite a reputation both in this country and in Europe.

NEWS ITEMS.

Dr. Doebling is opening a new drug store at Jefferson avenue and Herbert street.

J. J. Evans, proprietor of the Belt Avenue Pharmacy, is recovering from a severe illness.

The Rocky Mountain Medicine Co. has moved into new quarters at 1707 Market street.

Max Dehne, a local relief clerk, was recently married to Miss Minerva Frank, of the south side.

Chas. Bleser has returned to his old position as chief clerk for E. A. Medler, Twentieth and Ferry streets.

A. C. Funcke, a prominent young East St. Louis druggist, was recently married to Miss Lily Schifferdecker, of that city.

Dr. A. H. Vordick is embarking in the drug business with a very complete store at Jefferson avenue and Benton street.

Ilch Bros. have sold their drug store at Leffingwell and Franklin avenues to their father, David Ilch, of Alton, Ill.

J. D. Pearson, of the Pearson Drug Co., Indianapolis, Ind., has purchased the Frost-Johnson Drug Co., at 518 Olive street.

B. A. Rieves, a popular young druggist of East St. Louis, was married on the 7th inst. to Miss Maud I. Boyles, of that city.

Otto Sassman, formerly of Sassman's pharmacy, Lafayette and Nebraska avenues, is now chief clerk for W. R. Grant, 3716 Olive street.

J. H. Scherzinger, druggist, at 1725 South Ninth street, has just returned from a week's hunting trip down in the southern part of the State.

Henry Schmidt, chief clerk for E. H. Schnietz, High and Biddle streets, was married on the 5th inst. to Miss Carrie Lonzetel, of the north side.

Ed. Roberts, of East St. Louis, is moving his store from St. Clair and Pennsylvania avenues into a new building at St. Clair and Collinsville avenues.

A. W. Kauffman, druggist at the Female Hospital, and A. M. Soellner, druggist at the City Insane Asylum, have been hunting out on the Gasconade River for the past week.

O. W. Klee, formerly clerk at the City Hall Drug Store, has left for Kansas City, where he and his brother have purchased the drug store at 1901 Vine street from J. J. Huber.

O. W. Heyer has sold his drug store, at Jefferson avenue and Olive street, to T. J. Kuhn, his former clerk. Mr. Heyer has been in the drug business in this city for the past forty-seven years, and will now retire.

Max Hinrichs is to be found in his old place once more as manager of the Owl Pharmacy, Fourteenth and Clark avenue. The former manager, Alex. Crusius, is looking for a desirable store to purchase.

A. C. Skinner, for some time past chief clerk for Judge & Dolph, at Seventh and Locust streets, has purchased the drug store at Vandeventer and Eastern avenues from Chas. Schrier, who will retire from the drug business.

P. R. Lance, who is in the employ of W. R. Warner & Co., Philadelphia, and G. W. Corning, of the firm of Parker, Stearns & Sutton, New York, were others of the fraternity of drummerdom who put in a part of the month with us.

The St. Louis Drug Clerks' Society's annual ball, given last Thursday night at Pickwick Hall, was a success in every respect. It was well attended and every one had a good time. The financial end of the affair was very satisfactory.

G. H. J. Andreas has sold his drug store, at Mississippi and Park avenues, to Dr. O. F. Claus, of North St. Louis. Mr. Andreas has an other store at Shenandoah and Vandeventer avenues. Dr. Claus also has one on the north side.

The officers and members of the Alumni Association of the St. Louis College of Pharmacy are arranging for their annual entertainment and ball, which will be given in January. They intend it to surpass anything they have ever given before.

I. Reinholdt has purchased the drug store at Vandeventer and Washington avenues recently owned by J. E. Hilby. He has placed Mr. Chas. Milne in charge of the stand. Mr. Milne recently returned from California, where he has spent the last three years.

News was received here on the 13th inst. of the death of Chas. H. Pinckham, of Lynn, Mass. It was a sad surprise to his many friends among the trade of this city. His unassuming, but congenial, upright manner made him always a welcome visitor in this city.

Ebenezer Sprague, founder and formerly publisher of the "National Druggist," died recently at his home in Chicago, at the age of 68. Mr. Sprague leaves a daughter, who is the wife of Frank L. E. Gauss, resident agent at St. Louis of the Chicago house of Searle & Hereth Co.

F. H. Fricke, proprietor of the stores at Nineteenth and Madison streets and Eighteenth street and Washington avenue, is having a new building erected at Union and Page boulevard, which he will use as a residence and in which he will open one of the finest drug stores in the city.

Drummerdom.

Contributions for this column are invited. For available articles dealing with the news of traveling salesmen payment will be made.

Our Portrait Gallery.



JACOB WEIL.

New York Salesman for Max Zeller, New York City.

Mr. Weil has been engaged in the drug business longer than his appearance would indicate, and his experience covers a wide field. Beginning as a clerk in a retail store in this city, he worked his way up to a partnership with Phillip Grassmuck, at Eighteenth street and Ninth avenue, in 1895. Two years later, however, he sold out his interest to Mr. Grassmuck and took up a city route for Julius Zeller, which was at that time the name under which the business was conducted which is now owned by Max Zeller. Mr. Weil has remained faithful to his first employers and has served them continuously and faithfully down to the present time, being one of the most popular and widely known of city salesmen in Greater New York. His territory covers the whole of Manhattan and a portion of the Borough of Brooklyn, and all over this territory he has a large body of close personal friends.

Caught on the Fly.

This news of travelers on the other side of the "pig pond" will be read with interest by their friends here: Dr. John H. Francis, for some time past covering the northeastern district of England for Messrs. Parke, Davis & Co., has been transferred to the Bristol and Welsh territory. A. H. Mossom has been appointed to the district vacated by Mr. Francis.

E. C. Fowell, who is of Schleffelin & Co.'s Western forces, acted as best man at the recent marriage of P. B. Myers, of the Myers-Dillon Drug Co., of Omaha, Neb., to a young lady of Newark, N. J. The marriage took place in the latter city.

Magnus & Lauer, the well-known essential oil dealers of New York City, are being represented at present in the New England States and Western New York by Charles H. Aiker, a most persuasive gentleman, who should be able to give a satisfactory account of himself when he gets back to New York. The well-known high quality of the goods which he handles, coupled with their low cost, makes traveling easy for him.

BOSTON

Everybody noticed that the weather became fine and that business was flourishing. That meant that Rudolph Wirth, the genial agent of E. Fougere & Co., had been on the grounds.

H. W. Thomas has been doing some good work in this section in the interests of F. R. Arnold & Co., of New York.

Gen. N. W. Day is well known in the Hub. This able representative of Schleffelin & Co. has the gift of persuasion and the tact of a diplomat. In such hands business, of course, is good.

G. W. Soule, representing Jordan & Christie of this city, has been drumming up trade with the skill known only to the expert. His pushing qualities resulted in great success.

T. M. Stewart, agent for R. Hoehn & Co. of New York, has been keeping the trade "up-to-date" on thermometers. He knows how to hustle and can turn out a grist of orders in short order.

Dr. C. H. Mitchell as a brisk business man fills the bill every time. He represents the Standard Chemical Co. of Philadelphia.

BUFFALO

The election made a small diversion among the traveling drug salesmen, but they are with us again in force. Peck & Velsor send to the Buffalo territory A. J. Mansell, who has the crude, ground and powdered drug trade well in hand.

When F. H. Smith strikes Buffalo in the interest of H. K. Wampole & Co. he does his work very thoroughly, for he sometimes takes 60 days for it. In this way he has time to become thoroughly acquainted with his customers. He is here now.

The Dupont brushes, Paris made as they are, would hardly find the sale they do but for the business way of their salesman, H. H. Cheney, who is now covering the Buffalo territory.

W. E. Baker, who is here in the interest of Scudder's licorice, Brooklyn, will be better known to the trade as soon as he concludes to come this way oftener, though he is already well received.

David Lindner spent a season going the round of the Buffalo drug trade lately, selling the sponge and chamols specialties of A. Isaacs & Co., doing a very good business.

Essential oils, etc., went into stock in quantity lately, following the visit to Buffalo about the middle of the month of F. L. Washbourne, who travels for W. J. Bush & Co., London and New York.

The Roessler & Hasslacher Chemical Company send us their expert salesman, Alfred Klahre, this month, who always knows how to dispose of a goodly amount of the company's chemical specialties.

ROCHESTER

G. M. Diamond, the representative of Stallman & Fulton Co., New York, made his headquarters in Rochester the second week of this month while pursuing his regular line of trade.

C. M. Badgley is still keeping the goods of Charles Pfizer & Co. before the druggists of this part of the country. Mr. Badgley spent several profitable days in Rochester recently.

Another early November caller was A. J. Mansell, who is traveling in the interests of Peck & Velsor.

We are always glad to see C. R. Whitney enter our store. He is still with Dr. Herick's Family Medicine Co. and has helped to make those remedies popular with the drug selling fraternity and the public.

M. F. Green, of the Mallinckrodt Chemical Works, struck Rochester a short time ago on his round through the towns and succeeded in capturing a fine lot of orders.

W. D. Brenn, who has represented Tyler & Finch Co. for several years, was another salesman who came and conquered the local trade in this November.

We are in receipt of cards announcing the coming of M. C. Robbins, from J. Ellwood Lee Co., and F. C. Moore, who has been for a long time with the firm of R. Hillier's Son Co.

W. W. Smith, who is with Thurston & Braidich of New York, spent a part of the month with the Rochester druggists. He showed us some fine samples of gums, vanilla beans, &c.

F. L. Washbourne, who is representing W. J. Bush & Co., was with us the middle of the month, and found his visit extremely profitable.

F. E. Marvin, Colgate & Co.'s representative, is in the city to-day with a magnificent lot of samples of the soaps and perfumes of that famous company. Mr. Marvin will remain here for several days.

David Lindner is traveling for A. Isaacs & Co. and is interesting the trade in sponges, chamols, etc.

Among the drummer arrivals this week we notice Mr. Wright, representing Billings, Clapp & Co., Boston, manufacturing chemists, and J. M. Baird, who comes from the Charles E. Hires Company, Philadelphia. Both these gentlemen are well known to the Rochester trade.

Our old and tried and ever popular friend, P. F. Hinkston, who is now booming the products of Bruen, Ritchey & Co., greeted us pleasantly and did not forsake us until we were well stocked with everything in his line.

Mr. MacLean was at the Powers Hotel the week of the 13th with a beautiful display of samples from the elegant stock of Park & Tilford.

PHILADELPHIA A. O. Rich, who so ably represents Smith Brothers, of Poughkeepsie, N. Y., is about due here and we are holding back our orders in anticipation of his visit.

D. L. Taylor, of the Samuel Cupples Envelope Co. of Brooklyn, N. Y., has taken permanent quarters here and reports good business.

W. L. White, of the Ogram Chemical Co. of Washington, D. C., is working hard in the interests of his firm.

Clarence W. Elston, of Bauer & Black, Chicago, has again left us for a short trip up the State and hopes to duplicate his former triumphs.

Capt. Walter N. Collings, one of Hance Brothers & White's Philadelphia representatives, is building up a fine business for that house and is extremely popular with his trade. He is one of those genial gentlemen whom you come to regard as a personal friend and not a business acquaintance.

A. B. Willson, the affable salesman for Ungerer & Son of New York, has left for a brief visit to Boston, Mass.

The Gushion Base Graduate Co., of 1026-1028 Filbert street, Philadelphia, have a salesman on the street here doing good detail work among the retail druggists.

Jos. H. Hira, the resident agent of the Fischer Chemical Importing Co. of New York, has established an office at 1114 Land Title Building.

F. W. Elliott, of the Jeffers Glass Works of this city, is doing some work among the wholesale trade.

T. S. Askew, the resident agent of the Emerson Drug Co. of Baltimore, is at present representing his firm in Washington. His genial presence is greatly missed here.

DETROIT A. Blake Gibson, representing Bauer & Black, of Chicago, has visited Detroit and succeeded in disposing of plenty of antiseptic goods, chest protectors, etc., while at the same time making friends among the trade.

Carl T. Clarke is back on the road again with Billings, Clapp & Co., of Boston. He is still somewhat stiff after his recent accident, but can do business just the same.

J. R. Hillier, with the Chicago Label & Box Co., is with us again for a few days. His cheerful smile and pleasant manners are a

good ad for the house and enable him to sell lots of goods.

Mr. Arnold, from Loudon & Hill, has been here for a time securing orders for sponges and chamols.

Theo. Karmsen, with the Cudahy Packing Co., has been interesting the trade hereabouts in the merits of the Cudahy brand of beef extract.

E. C. Ellis, with his big elephant just from Canada, has been recounting the virtue of Hamlin's Wizard oil to all who would listen. He has placed quite a large number of the elephant models.

W. J. Whitman, representing Merck & Co., is visiting the trade and securing many orders.

CLEVELAND. A. Henry Haines was showing a number of new specialties in rubber goods for Walter F. Ware, of Philadelphia. Mr. Haines found the market open and secured a number of orders for his house.

Albert Braham, representative of Jas. S. Kirk & Co., Chicago, was visiting the druggists and introducing a fine new line of perfumes with their usual line of toilet soaps. Judging from the numerous orders taken here, the perfume specialty will become a permanent feature with the house.

Knickerbocker Brace Co. was ably represented here recently by G. E. Shande, who interested a number of the druggists here in his line of shoulder braces.

J. M. O'Shaughnessy, representative of the Youthful Tint Mfg. Company, Rochester, N. Y., was one of our recent visitors to the city, interesting the drug trade in grease paints, powders and a new line of "Hesse's perfumes."

Otto M. Franke, representing Volkmann, Stollwerck & Co., was soliciting orders for chocolates and cocoas recently, and left town smiling at the result of his efforts.

W. J. Lerch, with Colgate & Co., of New York, called upon the drug trade recently in the interests of his firm and was well rewarded with orders for his line of goods. Mr. Lerch reports "trade never better," and is proud of the fact that his house received the only medal awarded by the Paris Exposition to American perfumers.

J. B. Davis, representing Seabury & Johnson, is in town looking after the firm's interests in the cotton, plaster, bandage, etc., line. Mrs. Davis accompanied Mr. Davis on his visit to the city.

C. A. Rinek, representative of the New York Paper Box Co., was a recent caller upon the drug trade.

T. H. Cheetham, of Lasell, Dalley & Co., is here showing the druggists some new and very popular extracts and is kept busy writing down orders for his firm's goods. Mr. Cheetham is a very genial representative and finds his trade awaiting his arrival with orders.

Wm. Law Hooff, Burrough Bros. Mfg. Co.'s representative, is in town looking after his firm's interests.

F. E. Van Meerbeke, agent for Enos F. Jones Chemical Co., was a caller on the trade with a line of chemicals, drugs, oils and specialties.

Chas. Diehl, representative of the Pectorial Printing Co., Chicago, Ill., was interesting the druggists in his firm's labels, boxes, etc., recently.

J. H. Little, the Chattanooga Medical Company's representative, was here in the interests of his firm's remedies.

John E. Sandusky, the popular representative of the famous soda water beverage, "Coca-Cola," was a recent caller on the trade here, and before leaving secured many orders for his house. Mrs. Sandusky accompanied Mr. Sandusky to Cleveland. It was with many regrets that Mr. and Mrs. Sandusky left Cleveland to make Pittsburgh their winter headquarters.

PITTSBURG A. Brington, representing the Chicago Label & Box Co., left Chicago for Pittsburgh recently and is now assisting I. B. Nordhem, who has charge of the Pittsburgh office. The business has grown so large that Mr. Nordhem found it impossible to cope with single handed.

ST. LOUIS Major Alexander G. Anderson, for over twenty years a traveling salesman for the J. S.

Merrell Drug Co., of this city, died at his home in this city after a lingering illness on Friday, October 26. Major Anderson was born and reared in the Blue Grass country of Kentucky. At the breaking out of the Civil War he joined the Confederate Army with the rank of Second Lieutenant. He fought clear through the long struggle, and at the close was a Major on General Cockrell's staff. At the close of the war he found himself a poor man, and at once came to St. Louis, where he worked for the People's Tobacco Co., where he remained until going on the road for the above named drug firm. He traveled throughout Missouri, and there was not a more popular traveling man in the State. He leaves a wife and eight grown children, all of whom were with him at the close. Eight of his old army comrades acted as pallbearers.

E. W. Groves, who for the past three years has been making his home at Asheville, N. C., has moved his family to this city, and has assumed active charge of the Parls Medicine Co. His son-in-law, Mr. Seelye, accompanies him, and will have charge of their tablet department. The firm has just moved into elegant new quarters just adjoining their old building. They have a new tablet machine of their own invention which Mr. Groves claims will save them \$50,000 per year in labor.

H. L. Kramer, proprietor of the famous Cascarets, accompanied by his secretary, Mr. Schantz, his attorney and a court stenographer, from Chicago, has been here for a few days taking testimony against a concern in that city, who he claims has been counterfeiting his tablets and packages.

J. Stratton, proprietor of the well-known Fellows' Syrup of Hypophosphites Compound, has been spending a few days in our city locating counterfeit packages of that preparation. He states that he has found quite a number of imitations in the Eastern market, and is now looking over the entire West in the interest of his firm.

F. F. Johnston, representing Allaire, Woodward & Co., of Peoria, Ill., has moved his headquarters from Indianapolis to this city. He was raised in this city, and is glad to be with old friends once more.

CHICAGO J. J. Kearney, proprietor of Stearns' electric paste, is in New York for a two months' stay in order to boom the sale of his specialty.

Joseph A. Miller, who covers Southern Wisconsin for Robert Stevenson & Co., has bought the store of the Sawyer-Dyer Drug Co., at Boscobel, Wis. His route has been taken by Lee Hamilton.

Edward Long, Chicago manager for W. J. Bush & Co. (Ltd.), has been inviting his friends in the drug trade into the Briggs house to see a large plate glass mirror. It is a boy and Ed. is proud of it.

Charles M. Phelps, manager of the Londonderry Springs Lithia Company, is wearing a 2 x 4 smile and is opening Londonderry for high balls to all his friends—his was a boy, too.

G. W. St. Clair, Western manager for Johnson & Johnson, is just back from Kansas City. He reports having had a very successful trip to Missouri River points.

C. C. Clark, who has had charge of the sundry department for E. E. Bruce & Co., Omaha, for the last 16 years, has transferred his base of operations to the sundry department of the Evans Smith Drug Company of Kansas City, where he says he will be glad to welcome old friends.

B. T. Van Allen, who every one in the trade associates with Lundborg's perfumes, has just returned from a very successful trip along the Missouri River, having placed several carload orders for his perfumes.

H. S. Weller, secretary of the Richardson Drug Company of Omaha, who met with a serious accident while on a hunting trip in the Big Horn Valley, Nebraska, will be out within a few weeks. His team ran away and Mr. Weller was thrown out, breaking his collar bone and several ribs.

Frank M. Bell, who directs the movements of the pharmaceutical travelers for Armour & Co., has gone East on one of his annual trips to confer with their resident agents at Cleveland, Buffalo, Rochester and New York City. Mr. Bell will be away from his desk about three weeks.

J. S. Blits, of the J. Ellwood Lee Co., was seen at Indianapolis, keeping three lead pencils going taking orders. He said he had just signed for another year and must hustle to earn his increase in salary.

FOR XMAS AND NEW YEAR TRADE.

Holiday Novelties on Display.

AROUND of the jobbing drug houses made with a view of getting notes regarding this year's holiday novelties was rather barren of results. The wholesale drug houses appear to be paying less attention than formerly to this department, and where manicure boxes, toilet cases, mirror sets, miniature sideboard devices, etc., were once popular and stocked as seasonable articles for sale to the drug trade for Christmas and the New Year holidays, fancy perfumery, sachet powders, and similar staple articles are now regarded with more favor. Our reporter has inspected the holiday displays of several leading houses, and his impressions are given below.

Schleffelin & Co.—This firm is showing a fine line of porcelain puff-boxes and silver-topped tooth powder jars, and these may be considered the chief holiday features of the extensive display of novelties in druggists' sundries wares imported by Schleffelin & Co. This department is in charge of Mr. Cramp, who expressed the opinion that retail druggists are becoming conservative in their purchases of holiday novelties, and confining their attention more to investment in staple articles that sell all the year round; they are leaving the sale of fancy manicure-boxes and similar knick-knacks to the dry goods stores, who really monopolize the sale of such goods. Schleffelin & Co., are, however, showing an attractive lot of toilet-mirrors, fancy perfumery, both domestic and imported; fancy atomizers and a general line of first-class brush goods. Retailers, in search of novelties for display at the holiday season, will not be disappointed by a visit to the showroom of Schleffelin & Co.

McKesson & Robbins.—Mr. Cornell, who has presided over the fancy goods department of this firm for so many years, found some difficulty at first in indicating the new additions to his stock. Nothing had been added that was really new or novel, he said, with the exception of some original designs in sprinkler-top perfume bottles. These are made of decorated glass, and are fitted with attractive gilded caps. The bottles are made of glass of various colors, and sell to the retail trade within the range of three to twelve dollars per dozen, according to size of bottle. These fancy sprinkler-tops are now used largely in place of atomizers. McKesson & Robbins carry an extensive assortment of the kind of toilet-cases that is sold the year round; these contain a brush, comb and mirror. The latest design in this class of goods is a combination of ebony and celluloid with sterling silver decorations. Other seasonable novelties on display in the fancy-goods department of McKesson & Robbins are leather dressing-cases, triplicate mirrors, handkerchief and glove boxes, bronze inkstands, paperweights, pen-racks, and a handsome line of vases and bisque figures. A good demand is now being experienced for this

class of goods. Business was extremely dull up to the time of the election, but the Presidential contest once settled trade grew brisk and several heavy orders have since been shipped to interior points.

Lehn & Fink.—Fancy-goods in the line of holiday novelties, are not taken kindly to by this firm, who rather seek to interest the trade in perfumes and sachet powders, a line which they have developed to great perfection within the past few years. Our reporter was shown several distinct novelties in the line of bulk and package sachet powders, which should prove very popular with the trade. Lehn & Fink call special attention to their Violet Orris Sachet Powder, which is truly something of an achievement in the manufacture of sachet powders—it is so difficult to obtain that nice blending of the violet with the orris to secure strength at the same time with delicacy of odor. This has been happily accomplished in the case of Violet Orris, a really exquisite production. Another of this year's novelties brought out by Lehn & Fink is Lily of the Valley Sachet, which, it is claimed, possesses the true delicate fragrance of the *Convallaria majalis*. It is granulated and colored white and faintly green to recall the sepals and petals of the plant. The furore attending the exploitation of the famous Lawson Pink has served to give a great vogue to carnation perfumes, and Lehn & Fink are first in the field with a most attractive package well suited for the holiday trade. Our representative was shown a Carnation Pink Toilet Water tinted to the hue of carnation pink and possessing the natural odor of the flower in a remarkable degree. The label is lithographed in colors to correspond, and the whole forms a very attractive package. In addition to their own line of perfumes Lehn & Fink are agents for the Duval Frères perfumes.

Holton & Adams.—A fine display of ebony and silver mounted brushes is to be seen in the establishment of Holton & Adams, No. 54 Beekman street. The line is full, comprising hair, clothes, hat, military, shaving, tooth, nail and complexion brushes. Besides this there are combs, manicure tools, and stationery sets, all in ebony, and all with mounts of silver on which names, initials, or monograms may be engraved. Juvenile military brushes come in boxes and retail at from \$1.25 to \$5 a pair, while combs retail from 50 cents up, and shaving brushes from 25 cents. A big seller is a tooth powder bottle, with a sterling silver top, and a patented arrangement by which only a little powder at a time is extracted.

George E. Evans.—One of the most complete line of brushes and toilet goods ever assembled for the delectation of the holiday buyer is on display at the establishment of George E. Evans, No. 3 East Fourteenth street. Mr. Evans is one of the largest importers in this city, and in toilet goods particularly his line, the output of the *Societe Hygienique*, of Paris, is remarkable for scope and beauty. Of the new productions in perfumery of this house, especially designed as acceptable gifts, may be mentioned "Hortea," "Imperial Violet," "Violettes Duby," "Lait des Violettes," "Sweetia," "Bouquet de Mon Parterre" and "Ophelia." Another still more recent

extract is "Japara." These lines refer not alone to excellent perfumes and soaps, but to toilet waters, quadruple extracts, face emulsions, shaving creams and powders, cosmetics, eau de cologne, etc. All are to be had in the most elaborate and costly boxes. The *Societe Hygienique* was the first to introduce satin covers for soaps, and this style of beautiful and cleanly wrapping is shown to perfection in connection with its line of "Ophyr" perfumes and complexion beautifiers. One of the handsomest of the soap packages is the "Ophelia," which comes in an elaborately lithographed box, each containing three cakes. The line of brushes displayed for the holiday trade by Mr. Evans is probably the most elaborate in the city. The woods shown are box, olive, satin, fox, ebony, etc., while the fact that they are the output of Hindes, London, and of Low, Son & Haydon, speaks volumes for the quality of the articles. A feature of the brush display is a line which is guaranteed for seven years, and stamped with Hindes' name as a proof and warrant that they can be used for that period of time.

Lazell, Dalley & Co.—This firm is offering this year an unusually fine line of holiday goods, and they make the claim that their holiday trade is the largest they have ever known. The line comprises 37 styles. A number of the perfumes are in cut glass, and each bottle is packed in a handsome satin-lined case. The smaller goods are arranged with the idea of retailing them from 25 cents up to \$3 each. There are three styles to retail at 25 cents each, consisting of glass-stoppered bottles, each containing fully ½ ounce of perfume. There are seven styles of the goods designed to retail at 50 cents each. Some of these are in couplets—two ½-ounce bottles, each in a box. Then there are a number of designs of bottles ranging from two to four ounces each. The entire holiday line, by the way, has been assembled so that the dealer can offer the consumer 25 cents' worth of perfume for 25 cents, 50 cents' worth for 50 cents, \$1 worth for one dollar, and so on, in spite of the fact that they are in handsomely decorated boxes, and are otherwise elegantly gotten up. To be more explicit, it may be stated that if the perfume does not sell as a holiday package it will easily find buyers at any time of the year at regular prices, and the dealer still make a satisfactory profit. The line can be seen at the office of the manufacturers, No. 12 Duane street, where the firm will be pleased to receive any one who cares to inspect the exhibit.

The Abbey's Salt Model.

In the toy model of the New York Rapid Transit tunnel sent to druggists by the Abbey Effervescent Salt Co. for a show window ornament there was nothing lacking. It is so realistic, excepting there was nothing about it alive and moving which everybody looks for and expects on viewing it. But a Back Bay (Boston) pharmacist has supplied this omission by putting glass in the front opening and placing inside two little white mice, who playfully run up and down the subway, to the delight of those who watch their antics.—Printers' Ink.

The Drug and Chemical Market.

Review of the Wholesale Drug Trade.

It should be understood that the prices quoted in this report are strictly those current in the wholesale market, and that higher prices are paid for retail lots. The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

New York, November 24, 1900.

THE drug, dyestuffs and chemical trades have shown a fair amount of animation during the interval, and the volume of business has been up to the average proportions of corresponding periods of previous years, though the demand has been mostly confined to jobbing lots and little speculative interest has developed. The demand for holiday goods is fairly heavy, and indicates to some extent the prosperous condition of the country generally. While there have been no developments of special interest in the general market, the position of quinine is attracting some attention. A further decline in price is announced from second hands in London, but local holders appear to evince no disposition to urge sales by further price concessions, and the tone of the market is generally steady, though quiet. In regard to opium the jobbing demand has increased and values have been further advanced since our last. A lessened inquiry for cinchonidine sulphate, coupled with keener competition among manufacturers, has depressed values, which are rather irregular and unsettled at the quoted range. Ergot maintains its firm position, and higher prices are asked for forward deliveries. Cream tartar and tartaric acid are fractionally lower, manufacturers announcing on the 12th inst. a reduction of a quarter and a half cent per pound respectively. Prices are maintained for the most part upon a firm basis, and we note a number of changes toward a higher range. The principal fluctuations of the fortnight are indicated in the table and accompanying paragraphs:

HIGHER.

Opium.
Ergot.
Asafetida.
Damiana leaves.
Menthol.
Oil citronella.
Oil clove.
Oil geranium.
Oil wormwood.
Aconite root.
Althea root.
Golden seal root.
Sengga root.
Lard oil.
Tallow.

LOWER.

Carbolic acid.
Cinchonidine sulph.
Manna, small flake.
Oil wormseed.
Sarsaparilla, Mex.
Anise seed.
Linseed oil.
Cream of tartar.
Tartaric acid.

DRUGS.

Alcohol, grain, is passing out freely into channels of consumption, and the market is well sustained on the basis of \$2.45 to \$2.47 as to quantity, less the usual rebate. Wood is in good demand, and the current sales are at manufacturers' prices—75c for 95 per cent. and \$1.25 to \$1.50 for alcoholine.

Arnica flowers are attracting but little attention at the moment, but stocks are light and the quotations are firmly maintained at 10c to 11c.

Balsams.—Copalba shows an advancing tendency in sympathy with the increased activity in European markets, but prices are as yet quotably unchanged, competition among holders operating to keep values unnaturally depressed. While some holders quote at an advance to 36c, 34c is the more popular quotation for Central Americans in quantity lots, 37c being paid for smaller packages; Para held at 40c to 43c. Fir, Canada, is quiet, but values are well sustained on the basis of \$2.50 to \$2.55; Oregon quoted 80c to 90c as to quantity. Peru is given little consideration at importers' quotations of 26c and 28c.

Buchu leaves are reported scarce, and the full outside price is asked by most holders for prime green.

Cacao butter has developed a slightly firmer feeling, and the inside quotation for bulk is now 40½c, with cakes offering at 46c to 48c as to brand.

Cantharides meet with little inquiry at the moment, but holders are firm in their views in view of the limited stock available and manifest no particular pressure to sell.

Cod liver oil is coming into seasonable request, but a weaker feeling has developed in the European markets, and supplies are offered here with more freedom and at a fractional decline in some instances; \$24 is now quoted inside for five and ten barrel lots and \$28 for lesser quantities.

Cream tartar is lower from the hands of manufacturers, and values are somewhat irregular and unsettled. The revised quotations from leading manufacturers are 22c to 22¼c for powdered as to quantity, but these figures are being shaded slightly in some quarters owing to competition among holders.

Colocynth apples are selling fairly in a jobbing way, but the market has a tame appearance at the range of 40c to 42c for prime Trieste and 17c to 18c for Spanish.

Coca leaves are in limited supply, and the small available stock of Huanuco is

maintained at 38c to 40c and Truxillo 28c to 30c. The price of leaf continues to advance at primary sources, and manufacturers of the alkaloid are experiencing some difficulty in obtaining supplies. The impression prevails quite generally that cocaine prices will go higher.

Damiana leaves are firmer and fractionally higher in consequence of increasing scarcity. Prime leaf is not now obtainable below 10c, and holders on the coast are demanding 11c. The demand is inconsequential.

Ergot is only in moderate demand, but the tone of the market is noticeably firm, owing to scarcity, and a higher range is now demanded, German being held at 57c to 58c and Spanish 65c to 70c as to quality and quantity. The price seems to be above buyers' views, and only a limited business is passing.

Grains of paradise are in good demand and firm at the range of 12c to 15c, according to quantity.

Lycopodium has developed an easier feeling, and quotations have receded to 55c to 56c for ordinary and 60c to 62c for Politz.

Manna, small flake, is in slightly better supply, and quotations have been lowered to 55c to 58c. Dealers profess to see nothing to warrant the decline, and consider it a temporary weakness from which there will be an early reaction.

Menthol continues in firm position, and leading holders now quote at an advance to \$4.00 to \$4.50, with the tendency still upward.

Morphine has not as yet responded to the appreciation in price of opium, and \$1.90 to \$2.10 is still quoted by manufacturers as to brand and quantity.

Opium has sold during the interval at \$3.40 for case lots, which is an advance of 10c over the previous quotation, and the market continues firm with an upward tendency notwithstanding a somewhat limited inquiry. Broken packages are held at the range of \$3.40 to \$3.42½ and powdered at \$4.40 to \$4.45 as to test and quantity. The firm tone of the market is due largely to the advices which are being received from primary sources, it being intimated that the autumn sowings are a failure, owing to unfavorable weather conditions.

Quinine continues extremely dull, the easier tendency of the market prompting caution on the part of buyers. There is a fair jobbing movement in progress, but the business passing so far as manufacturers are concerned is for contract deliveries. The quotations from manufacturers remains 35c for bulk, but parcels in second hands are obtainable at 34c to 34½c.

Santonin has been advanced in price by the agents of foreign manufacturers to the range of \$4.50 to \$4.55 for crystals and \$4.60 to \$4.65 for powdered. The advance is due to the fact that the entire crop of santonica seed is controlled under a government monopoly. The Hamburg merchants some time since succeeded in securing a small supply of crude santonin, but this has long since been exhausted, and the output is now under the close control of the monopoly.

Senna leaves, Tinnevely, continues in good demand, and the market is well sustained at the range of 7c to 14c for the various grades. Alexandria, natural, is firmly maintained at 10c to 12c; garbled and sifted quoted at 18c to 25c.

Thymol is higher and is now held at \$4.75 to \$5.50. The improvement is due to continued scarcity of raw material.

Tonca beans have continued quiet, but values are well sustained in the face of light stocks, Angostura being quoted 70c to 85c., crystallized Surinam, 50c to 55c, and Para 30c to 35c.

Vanilla beans continue in fair jobbing demand, Bourbon grades appearing to find most favor. We note sales of whole Mexican at \$9.00 to \$12.50, cut \$7.75 to \$8.00 and Bourbon, \$4.50 to \$8.00; Tahiti held at \$1.90 to \$2.00.

DYESTUFFS.

Bichromate of potash is steady and in moderate demand at 8½c to 8¾c as to quantity for Scotch.

Cutch is without important change; sales from wharf at 5c to 6c.

Divi Divi continues selling at \$55 to \$60 as to quality, and the market is steady in tone at this range.

Gambier is meeting with good consuming demand at the range of 4c to 4½c for spot; cube No. 1 quoted at 6½c to 7c; No. 2, 5½c to 5¾c.

Indigo and madder are held at full previous prices, with a moderate demand experienced.

Nutgalls, Aleppo, are passing out to the trade in limited quantities at 25c to 26c.

CHEMICALS.

Acetanilid continues held at the previous range of 23c to 24c.

Acetate of lime continues in moderate demand and firm at manufacturers' quotations—or say, \$1.05 to \$1.10 for brown and \$1.55 to \$1.60 for gray.

Arsenic is less freely inquired for, but prices are well sustained on the basis of 4¾c to 5c as to quality and quantity for white and 7¼c to 7¾c for red.

Blue vitriol is steady and in moderate request; the sales are at 5¾c to 5½c.

Boric acid is well sustained and a fair demand is reported at 10¾c to 11¼c and 11¼c to 11½c for crystals and powdered respectively.

Brimstone has come to hand in liberal quantity during the interval, but the demand is good and the spot quotation for best seconds is maintained at \$20. Forward shipments continue inquired for, with sales reported at \$20.75 to \$21.

Carbolic acid is dull and slightly easier. Crystals now quoted 24c to 25c for bulk, and pound bottles 30c.

Carbonate of ammonia is well sustained in the face of a reduced supply, without, however, any change in quotations, English being yet obtainable at 9c to 9½c and domestic at 8¾c to 8¾c.

Chlorate of potash is slightly easier; crystals and powdered now quoted at 8¾c to 9c.

Cream tartar is easier under the influence of competition between manufacturers, and crystals and powdered are

now quoted at 22c to 22½c from the hands of manufacturers.

Oxalic acid is firm on the spot at 5½c to 6c, while forward contracts are quoted at 6c for English and 5½c for German, the former with and the latter without protection against a decline.

Nitrate of soda is in small supply and the market is firm at \$1.85 for spot or to arrive.

Saltpetre is quiet and the quotations are somewhat nominal at 3.60c. to 3½c.

ESSENTIAL OILS.

Anise is lower and may now be obtained at \$1.45. The demand is light and the figure quoted might be shaded on a firm quantity bid.

Cassia is dull, and such transactions as come to the surface are making with in the range of 87½c to 90c.

Clove is in improved position and firm at 60 to 62½c, with a good jobbing demand reported.

Citronella is firmer and quotations have been advanced to 21c to 22c for drums. Cans are without quotable change.

Geranium is in improved position owing to adverse crop reports from primary sources of supply. Turkish quoted \$3.75 to \$3.25.

Orange is steady in price under the influence of stronger advices from Messina, where the market is reported much stronger for sweet. The selling value here is from \$1.55 to \$1.65, as to quality and quantity.

Pennyroyal does not change from \$1.15 to \$1.25.

Peppermint is selling fairly in a jobbing way, but little interest is extended to case lots, which, however, are maintained firmly at our quotations, \$1.15 to \$1.20 being paid, as to quality and quantity.

Sassafras continues steady, with moderate demand at 45c to 47½c.

Wintergreen has been in fairly active demand, with sales at the previous range of \$1.75 to \$1.90.

Wormseed is less freely inquired for and an easier feeling has developed, recent sales having been at \$1.00 to \$1.10.

Wormwood is scarce and holders are firmer in their views at \$5.50 to \$6.00.

GUMS.

Aloes show no action of any consequence, but the market is characterized by a strong undertone at the ruling quotations of 3¾c to 4c for Curacao, 6¾c for Cape, and 20c to 23c for Socotrine.

Arabic continues in moderate jobbing demand for the various grades; first picked quoted at 45c to 55c, second 32c to 40c, and sorts at 14¾c to 16c.

Asafetida has advanced to 25c to 35c, as to quality and quantity. The improvement is due to a scarcity of spot supplies and continued good demand. A further advance is anticipated by local dealers.

Camphor continues in firm position and good request at our quotations.

Chicle is in limited supply and holders decline to shade 35c.

Gamboge is jobbing fairly within the range of 38c to 40c for pipe and 34c to 38c for block or chips.

Gualac, kino, myrrh and mastic are selling in small quantities within the range of our quotation.

ROOTS.

Aconite is in reduced stock and the quotation shows a further advance to 15c.

Althea, cut, is firm at an advance to 17c to 20c.

Golden seal has appreciated in value and holders are offering cautiously at the range of 60c to 61c. The root is scarce and the small available supply is under good control.

Senega root has continued to harden in value and 45c to 46c is generally quoted for Western.

Snake, Canada, is scarce and a shade higher.

SEEDS.

Anise has ruled quiet since our last and holders are easier in their views, Italian offering at 8c to 8½c; German, 4¾c to 5c, and Star, 21c to 23c.

Canary is higher in sympathy with advices from primary markets, and Smyrna and Sicily are now quoted at 2¼c to 2½c and 2¾c to 3c respectively.

Coriander are a shade easier, natural being quoted 3¼c to 3½c and bleached 3½c to 4c.

Hemp is in light supply and firmly held at 2¾c to 3c for Russian.

Poppy is finding sale in a small way at 4¾c to 5c.

Sunflower is in slightly improved position under the influence of a better demand and dealers now quote 2½c to 2¾c.

Emulsion Cod Liver Oil.

The following formula is prepared by the manufacturers of emulsol, whose advertisement appears on the front cover of this issue:

Cod Liver oil.....	f. oss.	8
Emulsol.....	drachms	4
Water.....	f. oss.	8
Oil of wintergreen.....	minims	40
Alcohol.....	f. oz.	¼

Put the cod liver oil and emulsol into a quart bottle and shake the mixture for five seconds; then add the eight fluid ounces of water and shake vigorously for two minutes, or until a perfect emulsion is produced. Finally add the oil of wintergreen previously dissolved in the alcohol. By using moderately warm water the emulsification takes place more quickly than when cold water is employed.

Adulterated Drugs.

The "Brooklyn Eagle" comments editorially on the report of the committee as follows: The National Wholesale Druggists' Association urges a national pure drug law, which is hardly feasible, and is not feasible at all without such changes in the Constitution as would also admit a national divorce law; but, whether possible or not, it is gratifying to know that such legislation is desired, inasmuch as it shows that the wholesale branch of the trade, at all events, is opposed to the adulterations which are suspected in the practice of some of the

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CAUTION.

The publishers desire to caution subscribers against sending money by unregistered mail. They have recently received many complaints of losses incurred by failure to register letters containing money, and for such losses they decline to accept any responsibility whatever. All remittances should be made by exchange on New York, by post office or express money order or by registered mail. Where a check on a local bank is used ten cents should be added to cover the cost of collection charged by the New York City banks. All remittances should be made payable to American Druggist Publishing Co.

REMOVAL OF THE TAXES ON MEDICINE AND PERFUMERY.

THE proprietary medicine tax in schedule B of the war revenue act will soon be a thing of the past. It is now as good as wiped out by the terms of the bill reducing the war revenue taxes which has been agreed upon by the Ways and Means Committee of the House of Representatives, and the organized pharmacists of the country are to be congratulated upon the fact. No other industry affected by the war revenue act has fought so strenuously for the repeal of the section affecting their interests as the retail druggists of the country through their representative associations, both State and national. While differences of opinion have existed among the members of some allied branches of the trade—the manufacturers of proprietary remedies themselves, for example—the retail druggists of the country have stood as a unit in demanding the repeal of a tax which was felt as an onerous burden, not alone by themselves, but by thousands of the sick poor who were compelled to pay taxes to carry on a war that has long since ended. To the National Association of Retail Druggists and the American Pharmaceutical Association special praise is due for the persistency with which they have carried on the fight for the repeal of schedule B of the war revenue act since the close of the war with Spain.

"COCAINE ALLEY."

THE newspapers of Georgia, Tennessee and some other Southern States have been printing during the past month some most sensational stories regarding the widespread addiction of the colored and vicious white population of the larger cities to cocaine and other narcotic drugs. As bearing out in a degree these alarmist reports we note the introduction in the Georgia House of Representatives of a bill to restrict the sale of drugs of this nature, and a similar measure is now up for passage in the legislature of Tennessee. It is no longer denied that the cocaine and morphine habits have spread to an alarming extent in some of the larger cities of the South. Many lives have been wrecked by the drugs and an effort is being made, as here noted, to check the consumption of cocaine and morphine by legislative enactment.

An inquiry conducted by the AMERICAN DRUGGIST has brought out a startling statement of the conditions prevailing in the city of Chattanooga, fully bearing out the newspaper reports. One of our correspondents in that city, a druggist of prominence, blames the recent mobilization of the troops at that point for the introduction of the vice. His statement is a shocking revelation of the depths of depravity to which the wretched habits of these drugs have sunk in Chattanooga, and it is to be hoped for the fair fame of the city that measures will be soon taken to suppress the evil. The letter of our correspondent follows:

The mobilization of the troops in this section of the country two years ago marked the advent of a very general and most disastrous use of cocaine among the negroes and lower whites. Under what seemed to be the able tutelage of a certain class of the enlisted men, the ignorant classes proved very apt scholars and in a remarkably short time the use of this drug became so general that some local druggists who used to consider $\frac{1}{4}$ oz. cocaine as a stock, increased their purchases to the extent of ordering ounces and pounds of the stuff. In one section of this city (Chattanooga), situated in the lower

quarters, is a place known to the police as "Cocaine Alley." In this den of vice and filth, extending about four blocks, will be found at night anywhere from three to four hundred persons, mostly black, but with a fair sprinkling of whites, all "snuffing" cocaine and lying around in every conceivable state of depravity. These habitués buy the drug throughout the nights in amounts ranging from 5 to 50 cents' worth. So general has the use of the drug become among this class that our local council has recently enacted an ordinance prohibiting its sale except on the prescription of a physician; but since there is no law to prevent the refilling of prescriptions, one prescription can be made to do service for the entire community. It is probable that the aid of the State Legislature will be invoked to suppress this form of vice, but even in that event the evil will hardly be lessened, though its growth may in a measure be retarded.

Our Atlanta correspondent has not yet concluded his investigations, but he states that there is no doubt that the use of both morphine and cocaine is on the increase. In Atlanta morphine is sold by all the stores in far greater quantities than is cocaine.

It would seem to us that the pharmaceutical associations of the States in which the abuse of narcotics is so pronounced should take the matter up and urge the passage of bills looking to the restriction of the sale of such drugs. It is often asserted unjustly that pharmacy laws partake of the nature of class legislation in that they are devised more for the protection of the pharmacist than the public. An opportunity is here presented to prove the contrary and the pharmacists of the States in question should not be slow about embracing it.

RIGHTS OF LICENTIATES BY EXAMINATION.

JUDGING from inquiries, it would seem that some country druggists in this State who have obtained registration as pharmacists by an interchange of certificate, or other means not providing for an examination, are needlessly alarmed as to their status under the new law which goes into effect next January. The law provides that a druggist who has a license obtained without examination will be allowed to practice unmolested so long as he lives, providing he remain in the district for which his license was originally issued. If, however, he desires to engage in business elsewhere in the State he is required to appear before the board and undergo examination as to his qualification. A licentiate by examination holding the license or certificate by any of the boards of pharmacy now in existence is entitled to a license to practice as a "licensed pharmacist" anywhere within the State on making

proper application. This is provided for by subdivision 3 of section 193 of the law, and there is no ambiguity whatever about it.

CRYOSCOPY IN PHARMACY.

WHILE the application of heat has played a very important part in pharmacy, the possibility of obtaining valuable data by resort to refrigeration seems to have been wholly overlooked until attention was directed to the subject by Dr. Alexander von Poehl, of St. Petersburg, in an address delivered before the Russian Pharmaceutical Conference held last year at Moscow. It is true that some attention has been paid to cryoscopy as a means of examining urine, but to Poehl appears to be due the honor of first pointing out its availability for several lines of pharmaceutical assay work.

This new method of research is based upon several laws which, while generally accepted, have not as yet been so thoroughly studied as are the laws relating to the gases. According to Van t'Hoff the degree to which the freezing point of water is lowered by the addition of any soluble substance is in proportion to the osmotic pressure exerted by the solution, and the osmotic pressure is in turn proportional to the number of molecules of the substance dissolved in a given volume of the liquid. This observation has been formulated by Raoult as follows: "The lowering of the freezing point of a solution is proportionate to the number of molecules dissolved in the unit of volume of water, whatever may be the nature and weight of the molecules." The degree to which the freezing point is lowered by any substance is in proportion to the internal activity of the molecule which prevents the freezing.

In the routine testing of medicaments the size of the molecules of the material under examination is seldom taken into consideration, though this is very important, as any material deviation from the correct molecular weight is conclusive evidence of adulteration. The application of cryoscopy renders it possible to impose a check based upon the true molecular weight without resort to the special apparatus and tedious processes involved in other methods of determining molecular weight.

Evidently cryoscopy offers an excellent control test in determining the purity of alkaloidal salts, but in applying it the effect of dissociation in dilute solutions must be taken into effect. This is shown by the fact that the observed lowering of the freezing point in dilute alkaloidal solutions is nearly double that called for by theoretical calculations in which the effect of ion-

ization is not taken into consideration.

Von Poehl particularly recommends resort to cryoscopy in the examination of pharmaceutical extracts as giving valuable corroborative evidence in a field where there is still much to be desired as to accuracy.

Just as he has worked out a formula for the effect on the freezing point of solutions of substances based on their molecular weight, so he has elaborated a formula for the examination of aqueous solutions of extracts whose contents of dissolved matter has been determined by weight. This formula gives the total osmotic pressure of the substances dissolved in water, and the presence in the solution of substances of high molecular weight, such, for instance, as albuminous bodies, resins and complex hydrocarbons, is at once indicated by any deviation from what has been found to be the normal osmotic pressure of any particular extract. In view of the fact that the osmotic pressure is apparently a factor in therapeutic activity, its determination may possibly throw some interesting light upon the relative activity of different extracts.

The first application of cryoscopy was proposed in connection with urinary analysis, and has been worked out at some length by Poehl, Bouchard and Koranyi. In a general way the process as applied in this department of analysis consists of the determination of the freezing point of different samples of urine after allowance has been made for the effect of the different proportions of sodium chloride present in each. Sodium chloride, passing through the organism unchanged, gives no index of the character and amount of the excrementitious substances present in the urine, and it is as an indication of the amount and character of these substances that cryoscopy is useful.

While the details of the application of this method of examination have yet to be elaborated, cryoscopy opens up a field of study of exceeding interest, and while its application will necessarily be somewhat limited, we may confidently look forward to gaining data fully as interesting and as valuable as are being furnished in a wholly different direction by the study of the effect of solutions of drugs and chemicals on plant life.

They still continue to take liberties with Dr. H. M. Whelpley's name and the name of the periodical with which he is connected. The latest outrage of the kind is to be found in the Proceedings of the Pennsylvania Pharmaceutical Association for 1900, where, in Dr. Whelpley's customary telegram of congratulation, Meyer Brothers' Druggist becomes "Meyer Brothers, druggists;" and H. M. Whelpley "R. H. Whelpley." Something should be done to stop such wicked mutilation, but we suppose it is inevitable, so long as the telegraph is resorted to as a means of conveying polite but necessary salutations.

(Written for the American Druggist.)

REVISION OF THE PHARMACOPOEIA.

Defects in the Formula for Tincture of Opium.

By F. J. BUTLER, PH.G.
Pontiac, Ill.

THE Pharmacopoeia of 1900 should, and no doubt will, contain a more practical, lucid and sensible formula for the manufacture of tincture of opium.

In the first place, we should have a formula that would represent the medicinal properties of opium without the narcotic and odorous principles and unnecessary coloring matter.

In the second place, "assayed granulated opium," or opium in No. 20 powder, should be substituted for the powdered opium now used.

Opium contains twenty or more alkaloids, and one of these is narcotine. It exists in opium chiefly at least in the free state, and is left behind in considerable quantity when the drug is macerated with water. It is white, tasteless and insoluble in cold water, but soluble in alcohol and ether. It is present in opium from 5 to 8 per cent. Water extracts narcotine partially from opium in consequence of the acid which the latter contains, either free or combined with narcotine, but this is only a small percentage. Narcotine is said to be the most depressing and nauseating of all the constituents of opium, and is a very objectionable constituent of the present tincture of opium.

Besides the alkaloids, opium contains an odorous principle and resinous matter of high color which are not medicinally active, and these are all extracted by the formula which is now official, resulting in a very black tincture of disagreeable odor or taste.

The Pharmacopoeia of 1890 gave us the formula as follows:

Powdered opium (No. 80 powder)	Gm. 100
Precipitated calcium phosphate	Gm. 50
Water	Cc. 400
Alcohol	Cc. 400
Dilute alcohol, q. s.	Cc. 1,000

Rub the powder in a mortar, with the water previously heated to 90 degrees C., and macerate for 12 hours. Then add the alcohol; mix thoroughly and transfer the whole to a percolator.

The adoption of this formula was a great mistake. The calcium phosphate is added to aid in disintegrating the opium and in percolating, but the quantity added has little or no effect, for percolation with it is next to impossible.

The addition of alcohol before percolation is unnecessary, for opium yields all its virtues to water, and by adding alcohol the inert resinous and coloring matter and all the narcotine are extracted. Therefore I recommend the following formula:

Assayed granulated opium (No. 20)	Gm. 100
Cold water	Cc. 500
Alcohol	Cc. 500

Macerate the opium for 24 hours with 250 Cc. of water, and then transfer to a cylindrical percolator and allow percolation to proceed slowly, returning the first percolate until it runs through clear. When all has run through add sufficient water to the percolator to make the total percolate measure 500 Cc. To this percolate add the alcohol and mix.

A tincture of opium made in this way will be inodorous, palatable and of a lighter color, but of the same strength

as the present tincture, and will not produce the depressing and nauseating effects characteristic of the present tincture.

(Written for the American Druggist.)

TWO SALABLE SPECIALTIES.

By W. JAY FRISBEE, PH.G.

Bushnell, Ill.

IT may be taken as a general rule that a man will buy a dollar's worth of medicine for his stock where he will begrudge a dime's worth for his family. Consequently one of the best paying lines in a pharmacy is veterinary remedies. I submit two preparations that sell readily, yield a good profit and give entire satisfaction. The first is a

CONDITION POWDER.

Gentian	.....oss. 4
Potass. nit.	.....oz. 1
Sulphur	.....oss. 4
Ginger, African	.....oss. 4
Antimony	.....oss. 4
Resin	.....oss. 2
Foenugreek	.....oss. 2
Capiscum	.....oss. 2
Serpentary	.....oss. 2
Sodium sulphate	.....oss. 9
Flax seed	.....lb. 1

The ingredients, all in fine powder, should be mixed intimately. The dose is a tablespoonful twice a day in the feed.

We put up this powder in one-pound foil end pasteboard boxes (which hold 13 ounces of the powder), and it retails readily at 35 cents. The total cost is less than 8 cents.

The other preparation is that catholicon of all stockmen, a liniment.

WHITE OILS.

Eggs	.....12
Soft soap	.....oss. 6
Oil of turpentine	.....f. oss. 20
Strong sol. ammonia	.....f. oss. 5
Camphor	.....oss. 6
Alcohol	.....f. oss. 8
Oil origanum	.....f. oss. 4
Water to	.....f. oss. 80

Rub the soap with 10 fl. oz. of soft water to a smooth jelly, and mix the eggs, previously beaten, with this. Next add the alcohol and camphor. Mix the turpentine and origanum and gradually add to the mixture, stirring briskly all the time with an egg beater. Then add the ammonia and finally water to 80 fl. ozs. To insure a good preparation this must be stirred constantly with an egg beater from start to finish.

This makes a thick, creamy, white liniment, and is very effective. We put this in 12-ounce panel bottles and retail it at 50 cents. It costs in the neighborhood of 16 cents.

By means of a little judicious advertising with samples and circulars, a profitable trade can be built up on these two preparations.

Corrected Formula.—The author of the article on "Practical Formulas for Popular Preparations," printed in the AMERICAN DRUGGIST for November 25, calls our attention to a misprint in the formula for Aromatic Syrup Yerba Santa. The formula as printed reads:

Yerba Santa leaves,	
Cinnamon bark, of each	.....oss. 8
Cloves	.....oss. ½

It should read as follows:

Yerba Santa leaves	.....oss. 8
Cinnamon bark,	
Cloves, of each	.....oss. ½

Our readers are asked to make the correction.

Gathered Formulas.

(Continued from page 309.)

Cough Mixtures.

WILD CHERRY BALSAM.

Wild cherry bark	.....oz. 1
Liquorice root	.....oz. 1
Ipecac	.....oz. 1
Bloodroot	.....dr. 1
Sassafras	.....dr. 1
Compound tincture opium	.....f. oz. 1
Fluid extract cubeb	.....f. dra. 4

Moisten the ground drugs with the fluid extracts and tinctures and enough menstruum consisting of 25 per cent. alcohol to moisten; and after six or eight hours pack in a percolator, and pour on menstruum until percolation begins. Then cork the orifice, cover the percolator, and allow to macerate for 24 hours. Then percolate to 10 fl. oz., pouring back the first portion of percolate until it comes through clear. In the percolate dissolve ½ oz. of ammonium chloride and ½ lb. of sugar by cold percolation, adding simple syrup to make 16 fl. oz. Finally, add 1 fl. dr. of chloroform.

TOLU, TAR AND WILD CHERRY.

Tincture tolu	.....f. oz. 1
Camphorated tincture opium	.....f. oss. 2
Fluid extract ipecac	.....f. dr. 1
White pine bark	.....oss. ½
Wild cherry bark	.....oss. 1
Pine tar	.....dra. 2

Mix the tar and ground drugs, adding pine sawdust if necessary. Then add the tinctures and fluid extracts. Pack in a percolator, pour on menstruum, and let stand for 12 hours. Now percolate with 25 per cent. alcohol until 18 fl. oz. of percolate have been received, in which dissolve 1 oz. of ammonium chloride and 22 oz. of sugar by cold percolation. Lastly, add 8 fl. oz. of glycerin.

BLOODROOT EXPECTORANT.

Fluid extract ipecac	.....f. dra. 2
Fluid extract cubeb	.....f. oz. 1
Fluid extract bloodroot	.....f. oss. 2
Camphorated tincture opium	.....f. oss. 2
Water	.....f. oss. 4

Mix, add sufficient precipitated calcium phosphate, shake and filter clear; then add 4 fl. oz. of glycerin and enough syrupy glucose to make the whole measure 32 fl. oz. Lastly, add 2 fl. dr. of chloroform, and agitate well.

WHITE PINE EXPECTORANT.

White pine bark	.....oss. ½
Wild cherry bark	.....oss. 1
Balm Gilead buds	.....grn. 64
Spikenard	.....grn. 64
Bloodroot	.....grn. 64
Sassafras	.....grn. 32
Ipecac	.....grn. 32

Grind, thoroughly mix, moisten with a menstruum of 1 part of alcohol and 8 parts of water and allow to stand for several hours, then pack in a percolator, add menstruum, and allow to macerate for 24 hours. Then percolate to 10 fl. oz., in which dissolve ½ oz. of ammonium chloride and 12 oz. of sugar by cold percolation. Then add 1 fl. dr. of chloroform, agitate thoroughly, and add 8 grn. of morphine acetate dissolved in a small amount of water. Finally, make up to 16 fl. oz. with simple syrup.

PANCOAST'S COUGH MIXTURE.

Wild cherry bark	.....oss. 4
Senega root	.....oss. 4
Ipecac root	.....dr. 2
Extract of conium	.....gr. 15

Macerate and percolate with water

sufficient to make 8 ounces of finished percolate, and to this add

Ginoz. 1
Comp. tincture of cardamom.....oz. 1
Dose: Two teaspoonfuls in water.

INFANTS' COUGH LINCTUS.

Oil of aniseed.....mms. 40
Liquid extract of liquorice.....oz. 1/2
Tincture of tolu.....drms. 8
Vinegar of squilla.....drms. 10
Ipecacuanha wine.....ozs. 2
Strong solution of acetate of ammonium.....ozs. 2
Chloroform water.....ozs. 8
Distilled water.....ozs. 10
Treacle.....ozs. 16

Mix thoroughly. Dose from 15 mms. to two teaspoonfuls, according to age, three or four times daily.

ALBOLENE COLD CREAM.

Otto of rose.....minims 15
Borax in powder.....grs. 40
Spermaceti.....drms. 2
White wax.....oz. 1
Distilled water.....ozs. 4 1/2
Albolene.....ozs. 8

Melt the wax, spermaceti, and albolene together, make a solution of the borax in water by the aid of a little heat, and stir this assiduously with the oily liquid until cold, finally adding the perfume.

EAU DE COLOGNE.

Oil sandalwood.....drms. 1 1/2
Oil patchouli.....drms. 1 1/2
Oil lavender.....drms. 6
Oil bergamot.....drms. 1 1/2
Oil thyme.....drms. 4
Oil cloves.....drms. 4
Oil neroli.....drms. 1 1/2
Oil rose geranium.....drms. 4
Tincture orris.....ozs. 6
Tincture musk.....ozs. 6
Tincture ambergris.....ozs. 8
Tincture civet.....ozs. 8
Deodorized alcohol.....pints 10

BENZOIN HAIR WASH.

Tincture of guaiac.....oz. 1
Tincture of benzoïn.....drms. 8
Eau de cologne.....ozs. 4
Honey water.....ozs. 4
Diluted alcohol.....ozs. 20

Perfume as desired.

SUPERIOR EGG SHAMPOO.

Fresh eggs.....No. 8
Spirit of soap (N. F.).....oz. 1 1/2
Potassa carbonate.....grains 160
Water of ammonia.....minims 160
Oil of rose.....drops 2
Oil of bergamot.....drops 2
Oil of geranium.....drop 1
Oil of bitter almond.....drop 1
Rose water.....ozs. 27

Thoroughly heat the three eggs and then dilute with the rose water. Then add the other ingredients.

Pharmacy of Sodium Cacodylate.

GAUTHIER'S EXTEMPORANEOUS HYPODERMIC INJECTION.

Pure cacodylic acid.....Gm. 5
Pure caustic soda, q. s. to neutralize (in presence of a trace of phenolphthalein).
Cocaine hydrochloride.....Gm. 8
Distilled water to produce.....Cc. 100

GAUTHIER'S ORDINARY HYPODERMIC INJECTION.

Sodium cacodylate.....Gm. 8, Ccm. 40
Carbolized alcohol, 10 p. c. drops 10
Distilled water.....Cc. 100

The solutions are boiled, readjusted to 100 Cc. and stored in sterilized flasks, after standardizing by titration, so that each Cc. shall contain a normal dose of 5 Gm. of pure cacodylic acid, to be given once in twenty-four hours.

DROPS OF SODIUM CACODYLATE.

Sodium cacodylate.....Gm. 4
Distilled water.....Gm. 400

Five drops correspond to 1 Gm. of the salt.

GRANULES.

Sodium cacodylate.....Gm. 1
Excipient.....q. s.

Divide into 100 granules and varnish with tolu.

(To be continued.)

Druggists' Course in Optics.

A course of study intended to prepare the Druggist for work as an Optician. Conducted by C. H. BROWN, M.D., President, The Philadelphia Optical College.

(Sixth Paper.)

Refraction by Curved Surfaces.

The effect of a prism upon the rays of light passing through it was described and illustrated in the last paper.

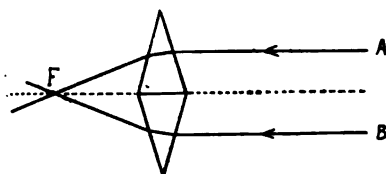


Fig. 1. Effect of two prisms placed base to base.

If two prisms are placed together base to base, as shown in the above diagram, any two parallel rays of light, as from A and B, falling upon corresponding points of their surfaces will be bent in equal proportion and will meet and cross at some point situated as at F on the other side. A parallel ray equidistant between the others would pass directly through the junction of the prisms without suffering any deviation.

The point F may be termed the focus of this double prism; and as the reverse of every optical axiom is equally true, so any two rays diverging from a luminous point F would, in passing through these prisms, be subject to the same laws of refraction and would issue parallel as A and B.

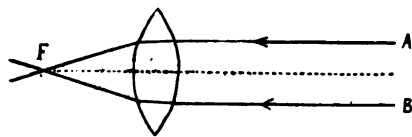


Fig. 2. Effect of convex lens; two curved prisms placed base to base.

If the surfaces of the prisms, instead of being plane, were curved equally from the apex to the base, there would be formed an optical contrivance called a lens, the refractive effect of which upon rays of light would be just the same, as shown in the above diagram. This is what is known as a bi-convex lens, and as a curve may be resolved into a number of small planes, it follows that a convex lens may be regarded as composed of two prisms with their bases joined at the center.

Prisms bend rays of light toward their bases, and when arranged as above cause the rays to converge and meet. In like manner a convex lens converges the rays, and causes them to meet at a point called its focus. The ray of light passing through the optical center of the lens, where the surfaces

are presumed to be parallel, is not changed in its course, and is called the axial ray. All the other rays are refracted in an increasing proportion from the center to the periphery, and will meet on the other side of the principal focus.

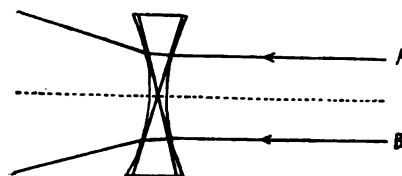


Fig. 3. Effect of concave lens; two prisms placed apex to apex.

If the prisms are placed together apex to apex, as illustrated in the above diagram, the rays of light striking their surfaces will be subject to the same laws of refraction and will in this case be turned from each other or diverged.

If the surfaces of the prisms are curved instead of plane, the effect upon light would be the same. In this case the bases of the prisms being outward, the light would be bent in the same direction, or diverged. This is what is known as a bi-concave lens, which may be regarded as composed of two prisms with their apices joined at the center. This form of lens then renders the rays divergent, and instead of meeting at a point they separate further and further.

Three Forms of Refractors.

1. When the surfaces of the refractor are parallel it is called a plane.
2. When the surfaces of the refractor are plane, but are not parallel, being inclined to each other, it is called a prism.
3. When the surfaces of the refractor are neither plane nor parallel, but curved, it is called a lens.

If a ray of light meets no obstruction, it proceeds indefinitely into space. If it meets an obstruction that is transparent and of the same density, there is no change in its course or its rapidity. If the new medium have a greater density, the ray is retarded, whereas if it have a less density the ray will proceed with increasing speed.

As lenses, and also the refracting media of the eye, have a greater density than the surrounding air, it is evident that the second proposition is the one in which the student is most interested.

The point where the rays are made to meet on the opposite side of a convex lens is known as the focus of the lens. If the rays before entering the lens are

parallel, the place where they meet is called the principal focus, and the distance from the lens the principal focal distance. Lenses are often spoken of according to their focal length, as two-inch, four-inch or eight-inch lenses, by

which it should be understood that these lenses have their focal points at distances of two, four and eight inches from the lens, and that parallel rays of light entering such lenses are brought to a focus at the distances named.

Pharmaceutical Progress.

*New Remedies — Improved Processes — Modern Inventions —
Wrinkles in Dispensing — Tests and Reactions.*

Magnalium, a New Dental Alloy.—Magnalium is a new metal which is attracting much attention in Germany, and may prove useful in dental work. It is aluminum alloyed with the somewhat lighter magnesium, and, according to Professor Miethe, promises to be an advance in the use of aluminum alloys. Professor Slaby is stated to have shown to the Emperor at Hubertusstock a magnalium casting milled on all sides, which was subjected to a trial weight of 7,020 kilos, only showing a slight rebounding spring, whereas a piece of wrought iron of the same area broke under 6,010 kilos. In some respects magnalium is said to resemble Bessemer steel, and to be as easily worked as brass, and though, as with aluminum, the secret of soldering it has yet to be discovered, it is claimed that it can be employed in many instances where brass is now used, and that wherever aluminum has up to the present disappointed us the new alloy promises to be of great service, combining the lightness of aluminum with several other desirable qualities.

No Copper in Nux Vomica Seed.—David Hooper, F.L.S., of the East India Museum, Calcutta, and formerly Government quinologist, states (Phar. Jour.) that he has recently ignited nux vomica fruits from Mysore and failed to find any trace of copper in the ash even after the most painstaking and careful analysis.

Salol for Burns.—Capitan recommends for burns an ointment composed of 2 drams of salol, 7½ grains of cocaine hydrochlorate and 15 drams of petrolatum.

To Prepare Absolute Alcohol.—The fact that sodium alcoholate forms soaps with fats only in the presence of water is utilized by H. Bull in a method for the preparation of absolute alcohol. As is well known, it is impossible to remove the last traces of water by the use of burnt lime. Experience shows that nearly always from 0.3 to 0.4 per cent. of water is left in the alcohol after treatment with the lime. In order to remove this last trace of water Bull (Chem. Zeit., 1900, No. 79) recommends that a sufficient quantity of sodium alcoholate or of sodium be added to the alcohol, and a slight excess of a neutral fatty oil be added, the mixture warmed for a short time in a back-flow condenser and the alcohol then distilled off. In this manner it is possible to procure absolute alcohol.

The Assay of Opium.—Much criticism has been aroused in Germany by the method of assaying opium, which is prescribed in the new German Pharmacopoeia. Caesar and Loretz and Jung Claussen both agree in criticising several features in the method of assaying adopted in the Pharmacopoeia, and in recommending the acetic ether process of Dieterich. The authors criticise particularly the involved and troublesome method used in preparing the aqueous extract of the opium, the use of sodium salicylate for purifying the extract and the use of the volumetric instead of the gravimetric method for the estimation of the morphine when isolated.

The Composition of Crurin is, according to Gaebler (Pharm. Zeit., 1900, No. 87), not constant. In the literature of the subject the preparation here described either as $\text{Bi}(\text{SCN})_3 + (\text{C}_2\text{H}_5\text{N} \cdot \text{HSCN})_2$ or as $\text{Bi}(\text{CSN})_3 + \text{C}_2\text{H}_5\text{N} \cdot \text{CSNH}$. These formulas, according to the author, do not represent the article on the market in which not one or two molecules of pinolin sulphocyanide, but more, and in some cases as many as five molecules of this compound are associated with one molecule of bismuth sulphocyanide (in which it is possible that a portion of the cyanogen group is replaced by the hydroxyl group). At all events, according to the author, the composition of the preparation varies materially.

Examination of Myrrh.—The following method of examination will distinguish true myrrh from its substitutes: (1.) Two Gms. of the coarsely powdered drug is shaken with 10 Cc. of strong alcohol, heated and filtered. A few drops of the alcoholic extract are evaporated on a watch glass, and the residue treated with concentrated HNO_3 . Herabol and bisabol myrrh give a red violet color; bdellium gives no color. One Cc. of the same extract is treated with an equal volume of alcoholic lead acetate solution; immediate turbidity occurs with bisabol myrrh, or African bdellium; turbidity after several minutes indicates herabol myrrh, and no turbidity for some hours Indian bdellium. (2.) An aqueous extract is obtained by digesting for several minutes one part of the drug with 10 parts of tepid water and filtering. Equal volumes of the extract and of aqueous lead acetate solution give a precipitate with herabol or bisabol myrrh, but none with bdellium. (3.) A petroleum spirit extract of the drug is obtained by macerating 10 Gms. of the dry oleoresin

with 20 Gms. of light petroleum spirit, in the cold for 30 minutes. After filtration the extract is colorless with herabol or bisabol myrrh, and yellow with bdellium. One Cc. of the petroleum spirit extract, shaken with an equal volume of concentrated hydrochloric acid, gives with herabol myrrh a purplish red color to the acid layer, which is yellow or colorless with bisabol myrrh and bdellium. If about 0.5 Cc. of the extract be further diluted with 4 to 5 Cc. more of the solvent, and a few drops of the diluted solution be treated with glacial acetic acid and concentrated sulphuric acid, no coloration indicates bdellium, while herabol and bisabol myrrh give distinctive colors. A good herabol myrrh gives distinctive color reactions with hydrochloric and nitric acids, a colorless petroleum spirit extract, which is not rendered turbid by the addition of alcohol, an immediate precipitate in aqueous solutions with lead acetate, and also, after several minutes, in alcoholic solutions.—Oesterr. Zeits. fur Pharm. through Jour. Soc. Chem. Ind.

Pancreon is a new pancreas preparation which is highly spoken of by Goeckel (Deutsch Med. Woch. 1900, 234), who has used it with the most satisfactory results in diarrhoea accompanied by abdominal pains.

New Studies on the Resins of the Conifers.—The able paper presented on this subject before the International Pharmaceutical Congress in Paris by Prof. Ad. Tschirch was published in full in the Pharmaceutische Post for October 28.

Aniodol.—This is a French antiseptic which is reported on at some length by Domergue, who states (Rep. de Pharm.) that the substance consists of a 1 per cent. solution of trimethylamine with glycerin and allyl-derivatives. It occurs as a clear, colorless liquid, with a slightly alliacious odor which completely disappears on standing. It is slightly acid in reaction and has a specific gravity of 1.008 at 15 degrees C.

Haemofarm is a late addition to the list of "blood preparations" which have recently been placed upon the market. It occurs as a reddish-brown powder with a brilliant luster. Under the microscope it shows as a mass of light blood-red scales, varying somewhat in size. Haemofarm dissolved in cold water forms a clear brownish liquid, red in transmitted light, neutral in reaction, and without either taste or odor. Upon the addition of alkalis the liquid assumes an intense blood red color. The preparation has been placed in the market in Germany, both in liquid and in solid form, under the name of Haemofarm or "Haematogen Libbertz."

Preparation Resembling Vasogen.—G. Roch states (Pharm. Central., 1900, 631) that preparations resembling vasogen may be made by warming a mixture of 100 parts of liquid petrolatum, 50 parts of olein (the oleic acid of commerce) and 25 parts each of ammonia, water and alcohol with frequent stirring with chloroform, oil of turpentine, etc., and, in the presence of a small quantity of chloroform, dissolves iodine, iodoform, camphor, etc. The result is a clear light yellowish oil which forms a clear mixture. By using solid petrolatum a preparation of salvelike consistency is obtained, which is miscible in all proportions with water.

THE COMMERCE OF DRUGS.¹

A Concise Record of the Origin of Some Drugs and Druggists' Produce, with Special Reference to the Seasons of Importation and the Manner in which they are Put on the Market.

Aloes.

Socotrine aloes is one of the two varieties recognized as official in this country [Great Britain]. The island of Socotra, in the Arabian Sea, is supposed to be the spot where the juice is collected. It is imported from Aden, Zanzibar, or Bombay, and is usually packed in second-hand brandy cases, kegs and skins.

Zanzibar, or "hepatic" aloes, as this variety is known in Mincing Lane, is imported in monkey-skins and in kerosene-tins, the latter usually containing about 40 pounds, two tins being in a case. The color varies from hepatic to dark brown or black. This aloes has a peculiar sour flavor, and is frequently imported in a semi-liquid condition.

Mocha aloes is occasionally seen on this market, being imported from Bombay in kegs of from 80 to 100 pounds in weight. It has a black or pitch-like color, is hard, and of a disagreeable odor.

Curaçao aloes (called Barbados aloes in the B. P.) is practically all produced in the Dutch West Indian Islands, Aruba Bonaire, which, with Curaçao, belong to the group of small islands along the northern coast of South America. Curaçao itself produces an infinitesimal quantity, but as it is the place whence the aloes is brought into commerce it has given its name to the drug. Of late years the low prices obtained have made it an unprofitable trade, added to which there is an export duty at Bonaire and Aruba, and (until last year) an import duty at Curaçao. For some years New York has been the central market for this drug, from which London draws its supplies; Hamburg and Havre occasionally receive shipments. The aloes is packed in boxes of from 75 to 100 pounds in weight, five or ten of which make up a sale "lot." The quality varies considerably, and so does the price. Occasionally "bargains" are to be had in this variety of aloes, and as certain grades change color by keeping they are bought by London merchants, who warehouse them until they have turned a fine orange color, when their value is greatly enhanced.

Cape aloes is imported in wooden cases averaging from 3 to 5 hundredweights, and is generally sold at the auctions in lots of four or five cases. The best is of a fine dark greenish-brown (almost black) color, hard, smooth and bright. London is practically the only first-hand market for this variety, yet only a small proportion of Cape aloes is consumed in this country, the bulk being taken by the Continent.

Natal aloes is now seldom seen in commerce. It resembles Cape aloes in odor and hardness, but is of an orange livery color. The so-called "Uganda" or "East African sun-dried aloes," which first appeared on the London

market about two years ago, is shipped from Mossel Bay, Cape Colony. The first consignments, the best lots of which were in 1-pound cakes, brought over 100 shillings per hundredweight, but no such price is now obtainable. The aloes is prepared at Herbertsdale.

American Drugs.

Angostura bark, 1-cwt. bales.
Damiana leaves, 1¼ to 1½ cwt. bales.
Deer tongue leaves, 4-cwt. bales.
Elecampane root, 1-cwt. bales.
Golden seal, ¾ to 1½ cwt. bales.
Grindella robusta, 75-lb. bags.
Mandrake root, 84-lb. bags.
Sanguinaria, 1-cwt. bales.
Sassafras bark, 75-lb. bags.
Serpentary, 1 to 1½ cwt. bales.
Wahoo of root, 75-lb. bags.
Witch hazel bark, 75 to 200 lb. bags.
Witch hazel leaves, 2 to 3 cwt. bales.
Oils, essential:
Cedarwood, cases of two 45-lb. tins.
Pennyroyal, cases of two 45-lb. tins.
Sassafras, cases of two 45-lb. tins.
Spearmint, HGH, cases of twelve 1¼-lb. bottles.
Spearmint, in bulk, cases of three 20-lb. tins.
Wintergreen, cases of five 5-lb. bottles.
Wintergreen, cases of six 10-lb. tins.

Anise.

The largest producer of anise is Russia, the average annual yield there being estimated at from 2,500 to 3,000 tons. The crop is usually marketed in September, and is principally disposed of by growers, who are small farmers, at the annual fairs of Krasnoie and Alexejewka, southwest of Moscow, in September, when the prices are fixed. The cultivation of anise is now said to be unprofitable in consequence of overproduction. The bulk of the Russian seed is exported to Germany, where a great proportion of it is used for distilling purposes. The seed is small, of a dull gray color, mixed with dirt, small stones and other seeds. It arrives in 125-pound bags. Spain produces the finest anise, which is principally exported from Alicante and Seville, an average yearly crop being about 800 tons. It is grown in the districts of Andalusia and La Mancha, the former producing two-fifths and the latter three-fifths of the supply. The Andalusian seed is the finest in appearance, being bolder and of a bright greenish color, but its yield of essential oil is less than that of the dark and small La Mancha seed. The farmers sell their supply mostly to French and other foreign agents who call upon them. The anise herb is generally mown in August; it is then gathered in sheaves, threshed and the seed brought to market in 1-hundredweight sacks or in 1½ to 2 hundredweight bales. Anise is also produced in Italy, but little of this kind reaches this country. Other producing countries are the Levant, Austria (Moravia), Germany (Thuringia), and we are now getting fair consignments from Malta.

Asafetida.

The asafetida region is said to include not only the whole of Southern and Eastern Persia, but the greater part of Baluchistan and Afghanistan, Turkestan, and the region eastward of the Sea of Aral. The plant is cultivated in the Punjab also, and the bulk of the asafetida is brought into commerce via Bombay, where it is received either by way of Persian Gulf or through British India. The better qualities received in London reach us direct from the Persian Gulf. The proportion of the drug consumed in the

East is enormously larger than that shipped to Western countries. According to trustworthy accounts the collection in Persia begins about the middle of April, when the earth is removed from the roots, which vary in thickness from a carrot to that of a man's leg, and the leaves of the plant are removed. Toward the end of May the top of the root is sliced away, and the juice exudes and is scraped off. A few days later another incision is made, and this process is repeated at intervals until the beginning of July, when the crop is at an end. London is the chief market, and the imports average about 1,000 cases per annum. Winter is the principal consuming season for the drug, it being used mostly for veterinary purposes.

Benzoin.

Of the four commercial varieties of this balsamic resin that from Siam is the most valuable. According to the British Consul at Bangkok the tree which yields this benzoin grows on the east bank of the Mekong River, and is confined to a narrow zone of forest-clad hill-country to the east of Luang Prabang, included in that part of Siam which was annexed by France about six years ago. It finds its way to Bangkok by various routes, and practically the whole of it is shipped to London. It is usually imported in cases, which, when placed "on show" for the London drug auctions, are emptied and their contents placed on the floor. That which appears in bold, loose, flat tears, of a pale orange coat and milk white fracture, with a flavor recalling that of vanilla, is reckoned the most valuable; but this description is rare. Next in value are the loosely agglutinated tears or "almonds," darker in color; and the third grade consists of small or dark tears, either loose or in "blocks," and usually of a brown to dark color. A case of Siam benzoin usually weighs from 1 to 2 hundredweights. Next in value is the Sumatra gum, which is produced in that island. It comes into commerce via Singapore, Padang and Penang (in which case it is usually shipped to London) or via Batavia, whence it is shipped to Amsterdam, which is also an important benzoin market. It occurs in rectangular blocks (wrapped in gunny) more or less interspersed with pale to yellowish tears. This gum is more or less "false packed" (adulterated), the sides or corners consisting of brown or red woody matter with small pieces of the bark or chips intermixed, which give it a marble or granite like appearance. Usually one case out of every parcel is, for show purposes, cut transversely, in case the inside may be adulterated. The weight of a case of this benzoin is from 80 to 90 pounds. Penang benzoin is produced in the same locality as the Sumatra benzoin, and somewhat resembles it in appearance, though it is much more glassy in fracture and has fewer tears. It has been exceptionally scarce throughout the year, and as a rule is less frequently met with. It made its appearance on the market some twenty years ago. Palembang benzoin, also produced on the island of Sumatra, is frequently imported in small tins of about 14 pounds, eight or twelve of which make up a case; occasionally it is packed in cases of from 1½ to 2 hundredweights. The quality of some of the parcels offered in 1900

¹ Chemists' and Druggists' Diary for 1901.

was very low, mostly consisting of earthy and woody matter with few tears. That in tins is better, being more or less studded with glassy almonds. Palembang benzoin is chiefly used for the production of benzoic acid, especially by English manufacturers.

Black Pepper.

There are two crops a year. The principal one is collected in December and January, the second being gathered in July and August. The former is generally larger in quantity and of better quality than the latter.

Cantharides.

Russian flies are usually caught in the month of July, and reach our market in cases or barrels ranging in weight from 60 to 200 pounds; they are brought into commerce by way of Moscow and Hamburg. The flies are usually of a bright green color, and for manufacturing purposes are considered superior to the Chinese, which are more or less of a coppery hue. The principal market in Russia is at the annual fair held at Poltawa, in the Southwest. The flies are also largely dealt in at the Nijni Novgorod Fair, where the prices are fixed. Hungarian cantharides is the same kind as the Russian, if anything rather bolder and cleaner; they are caught in Hungary and Wallachia. Chinese cantharides are gathered in the province of Szechuen and brought to Shanghai, whence they find their way to London and the Continent. The amount annually exported is from 50 to 100 piculs, but the production appears to be gradually growing less.

Cardamoms.

The cultivation of cardamoms in Ceylon, whence our chief supplies are drawn, commenced about five-and-twenty years ago, and as the process adopted for dyeing and bleaching the fruit was much better than that used generally in India, Ceylon cardamoms quickly became popular on the London market, and yielded a fair profit to the planters. The cultivation in the island is in the hands of a favored few, and is known as a "pocket cultivation." It is, however, extending, but the result of the extension will not be felt for some years to come. Colombo (from which port all Ceylon cardamoms are shipped) exported 499,959 pounds last year, of which Great Britain imported 363,232 pounds, and India 54,848 pounds. The new Ceylon crop generally begins to arrive on the London market in January, and is divided into three classes—Ceylon-Mysore, Ceylon-Malabars, and native wild cardamoms, the last being about an inch long, brown in color, and preferred in Germany for certain cakes. Ceylon-Mysore are the most valuable, and when bold, full seeded and well bleached they are worth about 4 shillings per pound in first hands. Ceylon-Malabars have a pale to dark brown pericarp, and are smaller than the Ceylon-Mysore. Few cardamoms now come from Southern India, which was in former years the principal source of supply, but the low rates for those known as the Aleppy and Tellicherry do not warrant the cultivation to any extent. Those shipped from Mangalore (Madras Presidency), and known as such, are next in value to the Mysore, being well bleached, but with thick pericarps. Indian carda-

mons are usually imported in large cases containing from 1½ to 2 hundred-weights, and the Ceylon variety in boxes varying from 40 to 100 pounds in weight. London is the central market for cardamoms, from which United States and Continental buyers draw their requirements. Cardamoms, minus the pericarp, also come into the market, and of late years they have been more in demand. The color varies from a pale to dark brown, the latter being preferred when of fair odor.

Caraway Seed.

The finest seed is grown in Holland, which is the principal country of production. An average annual yield is about 4,000 tons. The crop is gathered in July, and the distillation of the oil, which takes place mainly in England and Germany, commences about the end of August. Sweden and Norway also furnish caraway in November, and so do Germany, Mogador and Tunis to a small extent.

Cascara Sagrada.

This popular drug is principally gathered on the Pacific Coast of the United States. Although originally collected in the North of California the great bulk of bark now comes from Oregon. The collecting season lasts from about May to August. The bark is usually shipped from San Francisco via Cape Horn by sailing vessel to London or Liverpool, it being suggested that the heat to which the bark is exposed during the double crossing of the Equator "ripens" the cascara and increases its therapeutic value. Probably cheaper freight has more to do with this mode of conveyance. Sometimes it reaches us via New York, which is the principal market center for the drug. The quality of the bark is judged by the age, that which is about three years old being preferred to the newly gathered, and it is worth a shilling or two more per hundredweight. The thinness of the bark and the brightness of the exterior are also taken into consideration. It is shipped in bags of 1 or 2 hundredweight.

Continental Herbs, Roots, &c.

CROP DUE HERE [LONDON].

Aconite root, October to November.
Alkanet root, May to June.
Anise, Spanish, August to October.
Anise, Russian, October to November.
Arnica flowers, October to November.
Belladonna root, August to October.
Belladonna leaves, June to August.
Chamomiles, July to September.
Colchicum root, October.
Fennel seed, October.
Gentian, September to November.
Hellebore, September to November.
Henbane leaves, May to August.
Insect flowers, August to September.
Juniper berries, September.
Lavender flowers, September.
Orange buds, September.
Poppy flowers, July and August.
Rose petals, July.
Taraxacum, November to January.
Valerian, October.

Chamomiles.

Belgian chamomiles are the principal variety known to commerce in this country. They are cultivated in Flanders, where the harvest usually begins about the end of July or the beginning of August. The flowers are mostly shipped via Antwerp, Ghent, and sometimes Rotterdam, and are usually imported in loosely packed bales of 1 hundredweight. The first pickings (No. 1) are always the finest, and command higher prices than the second pickings.

In Germany and France a fair quantity of chamomiles (*Anthemis nobilis*) are cultivated, but this year the French crop is reported to be a complete failure, and that, coupled with the very much reduced invisible stocks carried over from last season, accounts in a great measure for the present high prices. In Southern Germany, East Prussia and Hungary considerable quantities of small single flowers (so-called German chamomiles) (*Matricaria Chamomilla*) are collected in June and July, but they must not be confounded with the "Roman" or Belgian flowers. An infinitesimal quantity of chamomiles is grown in England, mostly in the Mitcham district, but the flowers are of very fine quality. As a rule the crop attains perfection about the end of July, and continues to yield more or less until September.

Cloves

are gathered in Pemba and Zanzibar in August and September, and begin to arrive in London in November and December.

Coriander Seed.

The Morocco crop is due here in July and August, but other countries are a month or two later. English seed is generally kept some time before it is threshed out for the market.

Cumin Seed.

The best qualities of cumin seed are grown in Malta and Morocco, where the crops are gathered in June and the early part of July, and are generally due on the London market at the end of August or the beginning of September.

Dragon's-Blood.

The Straits Settlements provide us with dragon's-blood, and London is the central market. It usually arrives from Singapore in wooden cases from 1½ up to 4 or 5 hundredweight in weight. Of late years the arrivals, if found to be of good quality, are often picked over by hand, which greatly enhances the value when offered by public auction. It is used in process engraving, as well as in varnish making and the coloring of wood to imitate mahogany. It occurs in irregular lumps, bag shaped lumps, balls, slabs, cakes ("saucers") and sticks (reed). The principal test of the article is, of course, the color, and buyers are in the habit of valuing the parcels shown at the auctions by crushing pieces under the heel and estimating the various degrees of brilliancy. The highest price paid for fine picked reboiled lump has been £22. A little moisture insures a brighter color and increases the value, and a knowledge of this fact has caused shippers to occasionally resort to this practice, and the parcel is returned by the warehouse keeper as "damp." Often dragon's-blood is imported in sticks from 9 to 12 inches in length, wrapped in a palm leaf and tied at the ends; the quality is mostly poor and medium, but fetches a good price owing to mode of packing. Socotrine dragon's-blood—known in the trade as "Zanzibar drop"—occasionally comes into the market in hard brittle tears of irregular size, much mixed, as a rule, with wood and dross. It usually comes here by way of Bombay.

(To be concluded.)

ON THE ATOMIC WEIGHTS AS CONSTANTS OF NATURE.

BY DR. GUSTAVUS HINRICHS.

St. Louis.

(Concluded from page 281.)

Berzelius found the weight of Saturn to be 207. No change in this weight had been noticed till the chief chemist at Washington began weighing him.

In the Constants of Nature of 1882, his weight had declined to 206.6 and fifteen years later we found it reduced to 205.4, as we quoted above.

In this latter statement we have dropped two of the decimals given by the chief chemist. We have quoted him above in all his glory of decimals and precision. Having neither time nor space for sham science, we must be permitted, upon repetition, to drop some of the sham science. There evidently is abundance of time and space for such science in the departments at Washington.

We must notice, next, the amount of shrinkage of old Saturn. We see it has amounted to about one per cent. in something like twenty years. This is at the rate of five per cent. a century.

According to the popular use of the rule of three in the science of the day, the atomic weight of lead will have shrunk to zero about A.D. 4000. . . . If, then, our committee take the present quotations now in their hands, these values may be found either too low or too high at any time during the life of the Pharmacopœia. In that case the standards of the Pharmacopœia will be in error as a matter of fact, and will have no standing in court.

But why carry this subject further? It must be plain to every reader that all these changes in the atomic weights of the chief chemist exist only in the imagination of that chief; the atoms have not changed, they are the same as in the days of Berzelius. We simply have learned that the great chemist was right in his estimation of the school he saw coming and which is dominant today.

Our committee will avoid all trouble by simply taking no heed of the Washington "Constants of Nature" that are the ever changing work of blind guides, straining at the gnat but swallowing the camel.

By making use of the common atomic weights, if any atomic weights are to be used at all, the new Pharmacopœia will be entirely within the accuracy of all practical chemical work of testing and assaying that can legitimately be required in pharmacy.

In conclusion, we give the atomic weights of twenty leading elements, evenly distributed, from the lightest to the heaviest.

In the four columns we give the common, the official of the Pharmacopœias of 1880 and 1890, and lastly, the values of the chief chemist for 1900.

It is evident that the taking the hydrogen standard has greatly affected the health of the atoms; after taking that remedy they have lost flesh, all but hydrogen. By changing back to the oxygen standard they will all instantly regain the full weight, the common atomic weight, which has undergone no change.

As to the making of the new Pharmacopœia, it does not seem necessary to

call on the departments at Washington for help in the chemical problems. There always was sufficient science among pharmacists and in their schools to do their own work. We believe that is still true to-day.

ATOMIC WEIGHTS OF TWENTY ELEMENTS.

Symbol.	Com-mon.	Official in U. S. P.—Hydrogen Standard.			Chief chemist.
		(p. 401)	(p. 524)	1890.	
O = 16,					
H.....	1	1	1.0	1.000	
Li.....	7	7	7.01	6.97	
C.....	12	12	11.97	11.9	
N.....	14	14	14.01	13.93	
O.....	16	16	15.96	15.88	
Mg.....	24	24	24.3	24.1	
S.....	32	32	31.98	31.83	
Cl.....	35.5	35.4	35.37	35.18	
Ca.....	40	40	39.91	39.8	
Fe.....	56	55.9	55.88	55.6	
Zn.....	65.5	64.9	65.1	64.9	
As.....	75	74.9	74.9	74.45	
Ag.....	108	107.7	107.66	107.11	
Io.....	127	126.6	126.53	125.89	
Pt.....	194	194.4	194.3	193.4	
Au.....	197	196.2	196.7	195.7	
Hg.....	200	199.7	199.8	198.50	
Pb.....	207	206.5	206.4	205.36	
Bi.....	208	210	208.9	206.5	
U.....	240	238.5	238.8	237.8	
Before taking		After taking			
		the Hydrogen Standard.			

Incompatibilities of Heroin and Heroin Hydrochloride.

Heroin and heroin hydrochloride form an essential part of so many formulæ for the relief of cough, dyspnea and pains in the treatment of respiratory affections that it is important to determine in what combination they will prove most effective, and what are their incompatibilities. Owing to the insolubility of heroin in watery solutions it is necessary to add a few drops of some acid, acetic or hydrochloric, in order to effect its solution. This can be entirely obviated by using the hydrochloride, which is freely soluble. The only incompatibilities of heroin and the hydrochloride worthy of special mention are the alkalies, such as bicarbonate of sodium and carbonate of ammonium. On the other hand, salts of neutral reaction, such as iodide of potassium or chloride of ammonium may be used in the same mixture, and this also applies to acid salts, such as the hypophosphites or acid phosphates. The vegetable expectorants, as ipecac, senega, squill and sanguinaria, are entirely compatible with heroin and its hydrochloride. Although many physicians employ heroin without admixture, very desirable results have been reported from combinations with iodide of potassium, chloride of ammonium, and the vegetable expectorants, according to the indications present in particular cases. A word as to the dosage of heroin and heroin hydrochloride may be of interest here. The large doses at first recommended at the time of the introduction of heroin are no longer preferred by the majority of authors, the average dose ranging from 1-24 to 1-12 grain in adults, and 1-120 to 1-60 grain in children. It is advisable not to employ larger doses until the smaller ones have been given a trial. Furthermore, many physicians now resort to the hypodermic use of heroin hydrochloride in cases in which it is desirable to obtain an immediate effect, and especially in the treatment of spasmodic conditions, such as asthma, care being taken in the preparation of solutions not to add the drug until the water has partially cooled.

The Proper Relation Which Should Exist Between Competing Druggists.

BY J. W. GAYLE,

Frankfort, Ky.

At the very outset of the consideration of the proper relation which should exist between business competitors, and particularly between competing druggists, all idea of antagonism or enmity should be eliminated. The very basis of proper relations must be a most cordial friendship. This fact becomes more apparent when it is remembered that under proper conditions a competitor is always a friend, and frequently, whether we so recognize it or not, is our best friend. Many owe their success to active and vigorous competition. A spirit of friendly rivalry will frequently inspire business efforts which otherwise would never be made. It matters not with how much energy one's business may be conducted, competition will stimulate still greater efforts and insure closer and more constant application.

Progressive methods will be more quickly adopted; business houses will be made and kept more attractive; a more liberal and accommodating business policy will be pursued when it is known that a competitor is on the alert to take advantage of the influence which these things exercise as winners of public favor.

Having noted the broad basis—friendliness—upon which competition should rest in order to maintain the proper relation between competitors, let us briefly point out a few of the factors which produce, and at the same time constitute, this relationship.

Co-operation in Buying and Selling.

Too little attention is paid by the ordinary druggist to the matter of judicious quantity buying. An extra discount of 5 or 10 per cent. may frequently be had by purchasing many staple lines of goods in larger quantities than could be prudently handled by a single person; and a little friendly co-operation will enable competition to unite in buying an astonishingly large number of articles. The burden of carrying the additional stock should, of course, be borne proportionately by each. When received the entire quantity should be divided as agreed upon before purchasing, each promptly paying his part of the purchase price. Should the stock of any one become exhausted before all are ready for another lot he should supply himself from the stocks of others, getting, to a large extent at least, the advantage of the original purchase price.

The benefit of co-operation in selling may be obtained in the disposal of those remnants which, notwithstanding the greatest care, will accumulate upon the shelves. Lists of these should be carefully prepared by all competitors, to be kept by each in some convenient place, and from which purchases, either for stock or to supply a chance demand, should be made.

¹ Read at the 1900 meeting of the Kentucky Pharmaceutical Association and awarded the Association Prize.

Concessions in Price

should be made by each when supplying others with those little deficiencies which, with the most careful system of stock keeping, will at times occur. A discount of 10 per cent. is suggested as an equitable basis in such transactions, thus allowing the greater profit to accrue to the most diligent stock keeper.

A Private Price Mark

should be adopted and carefully placed on all copies of prescriptions given, as well as upon prescriptions on which a price is made, and which are not at the time left for compounding. The advantage of this practice is in the upholding of prices and in preventing the hawking about of prescriptions to be filled by the lowest bidder, as well as the establishment in the mind of the public of the idea that the prices in this department of our business are neither purely arbitrary nor fixed without due regard for the real value of the services rendered.

Local Organization

is another benefit to be derived from the friendly relations which should exist between competitors, being the means of perpetuating the very spirit by which it is created. The advantages of organization are so numerous and have been so frequently dwelt upon that it is perhaps sufficient to remark its inestimable value in resisting the discriminations which are constantly being attempted against us. The wholesale injustice imposed by the war revenue bill and other unjust measures directed against the entire trade by national legislation are not here alluded to, but attention is more particularly directed to those petty local annoyances which are constantly cropping out from local causes and which it would be useless to combat single handed. Competing druggists should stand together for the betterment of the general conditions governing the profession; for the exclusion of incompetent and unqualified apprentices; in the advocacy of the use of the preparations of the National Formulary by the physicians; for the fuller recognition of the claims of higher pharmacy by the physician as well as by the public, and for the maintenance of the highest standard of business, moral and professional integrity.

Social Intercourse,

wherever possible, should be encouraged. A little time can perhaps be spent in no more effective way than by cultivating the social side of a competitor's disposition. In fact this is the only way in which some can be reached. It is said that in no other way is one so truly known as by his home or social life. Under the influence of some simple social function many a prejudice or preconceived ill feeling may be dispelled and easier and more cordial relations perpetuated.

The Maintenance of Prices.

- Perhaps the most important of all the features of the proper relation between competing druggists is a well maintained price agreement or understanding. Every article of well-known retail value should bring its full price. A well defined standard of charges should be adopted upon prescriptions, and staple articles of a similar value should, as nearly as possible, bear a uniform

profit. These will be firmly adhered to wherever the ideal relations exist. The necessity of posting forfeitures or preparing signed articles of agreement to maintain prices never exists under proper conditions. The word of a competitor should be taken at par. Where this cannot be done signed agreements will be of temporary value only, to be evaded and violated by a course of indirection and deceit, the results of which are in the greatest degree demoralizing. The importance of steadfast personal confidence among competitors can neither be overestimated nor too strongly insisted upon.

The foregoing may be taken to represent the positive or active features of the proper relations between competitors. The negative side, or the things which should always be avoided, may be noted under the head of

DON'TS.

Don't borrow goods of a competitor.

Aside from being very unbusinesslike this practice reacts injuriously upon the borrower by encouraging a carelessness in stock keeping. It likewise leads to confusion and frequent misunderstanding. It cannot be fairly argued that borrowing "is as fair for one as for the other." Injustice is invariably done the lender, and weighs the heavier because the one who loans most where such a custom prevails is always the best stock keeper.

Don't ask a competitor for a copy of a prescription.

From every standpoint this is a gross breach of business etiquette. If your customer has a prescription compounded by a competitor, and either by chance or deliberate purpose sends to you for a refill, the original compounding should at once be asked to prepare it. To attempt to transfer the prescription to your file is never admissible. Where the proper relations exist a competitor will sometimes gracefully offer a copy, but the slightest indication of a desire to obtain it should be scrupulously avoided.

Don't, directly or indirectly, undersell to your competitor's regular patrons.

Follow the excellent advice of Robert Burns, and "gather gear by every wile that's justified by honor," but don't attempt to deceive the customer of your competitor by making such prices as will tend to convince him that he has been regularly overcharged. This practice is not only bad business policy, but it is of questionable honesty as well, and rarely or never eventually benefits the person who indulges in it.

Don't imitate the peculiar business methods of a competitor, or attempt to discount his particular window displays.

Aside from displaying a spirit of business jealousy not at all commendable this is a very effective way to advertise and compliment him; and it clearly demonstrates not only a want of business capacity, but an unfortunate lack of originality.

Don't loaf or spend any unnecessary time about your competitor's place of business.

This is always in bad taste, and is frequently extremely irritating. Visit your competitor's store only on business or by special invitation. If on business, seek an audience at once, and depart promptly when through. If on invita-

tion, your visit will probably be more highly appreciated if reasonably brief.

Don't attempt to job goods to your competitor.

It is unreasonable to expect a competitor to be at the same time a customer, and any attempt to bring this about will not only invariably fail, but will frequently result in some embarrassment to both parties, if not in some bad feeling.

Don't attempt to stock goods the sale of which your competitor legitimately controls in your territory.

As an evidence that this practice is based upon unjust and erroneous business principles, it invariably results disastrously to those who attempt it, and is never indulged in where the relations are to any extent proper or friendly. It is a sure sign of secret if not of open hostility, and displays a deplorable lack of the proper consideration for the rights of your competitor.

Don't believe the tales of exorbitant prices which a certain class of persons are eager to report your competitor has charged.

Likewise accept "with a grain of salt" the stories of low prices and unusual concessions which the same persons will say can be obtained from your neighbor. Business as well as society is infested with tale bearers, and wise persons will have a deaf ear for them in one sphere as well as in the other. When proper relations exist it is in spite of such common nuisances.

Don't allow physicians a percentage upon the prices charged for their prescriptions.

This custom will not only almost invariably bring ultimate dissatisfaction to both the pharmacist and the physician who practice it, but it will surely disturb the friendly relations of competitors by breeding suspicion and distrust. The impropriety of this practice from the standpoint of a physician as well as that of a druggist is universally acknowledged, and cannot be too strongly condemned as being both unbusinesslike and unprofessional.

Nineteenth Century in a Nutshell.

This century received from its predecessors the horse; we bequeath the bicycle, the locomotive and the motor car.

We received the goose quill and bequeath the typewriter.

We received the scythe and bequeath the mowing machine.

We received the hand printing press; we bequeath the cylinder press.

We received the painted canvas; we bequeath lithography, photography and color photography.

We received the hand loom; we bequeath the cotton and woolen factory.

We received gunpowder; we bequeath lyddite.

We received the tallow dip; we bequeath the electric lamp.

We received the galvanic battery; we bequeath the dynamo.

We received the flintlock; we bequeath Maxims.

We received the sailing ship; we bequeath the steamship.

We received the beacon signal fire; we bequeath the telephone and wireless telegraphy.

We received ordinary light; we bequeath Roentgen rays.—Answers.

SOCIETY OF CHEMICAL INDUSTRY.

The Assay of Essential Oils—The Estimation of the Oils of Caraway and Spearmint—How Sunlight affects Chemicals—The Quality of American Beer—The Use of Preservatives in Beer.

The usual monthly meeting of the New York Section of the Society of Chemical Industry was held at the Chemists' Club, 108 West Fifty-fifth Street, on Friday evening, November 23rd, with the following programme of papers: "The Assay of Carvone-containing Oils," by E. Kremers; "Review of a Recent Article on Explosives," by R. C. Schupphaus; "On Manganese Determinations," by R. Bolling; "Resolutions of the Last International Congress for Patent Legislation, etc., and Their Relations to the Patent System and the Industry of the United States," by H. Schweitzer, and "On American Beer," by M. Wallerstein.

The chair was taken by Vice-Chairman Virgil Coblentz, at 8:30 o'clock p. m., Clifford Richardson, chairman of the section, being absent. The reading of the minutes of the previous meeting was on motion dispensed with, and the proceedings were immediately opened by Vice-Chairman Coblentz, who introduced Prof. Edward Kremers, of Madison, Wis., and called for the reading of his paper on

"The Assay of Carvone-Containing Oils."

Professor Kremers spoke without notes and elucidated his subject by means of blackboard demonstrations, drawing the structural formulae of certain complex chemical constituents of the essential oils from memory with an ease and facility which excited the wonder of his audience. The subject matter of Professor Kremers' discourse was extremely technical in its character and somewhat difficult to describe in terms familiar to the average pharmacist. In substance it recited the work of the author in his efforts to find an accurate method of assaying the volatile oils. Confining himself to the two carvone-containing oils, the oils of caraway and spearmint, he described the various methods previously suggested for their assay, and declared that of all the methods the carvoxime method gave most satisfactory results.

The Estimation of Carvone.

The method of estimating the amount of carvone contained in oil of caraway, for example, which has been previously described in the journal of which he is the editor, the *Pharmaceutical Review*, was given in detail as follows:

To 10 Gms. of the oil, dissolved in 25 Cc. of alcohol (and contained in a 500 Cc. flask), 5 Gms. of hydroxylamine hydrochloride and 6.5 Gms. of sodium bicarbonate are added. The mixture is boiled for half an hour on a water bath, the flask being connected with a reflux condenser. Twenty-five Cc. of water are then added, and the alcohol, which carries over a large quantity of the limonene, etc., is distilled off from the water bath. Steam is then passed through the liquid until traces of carvoxime come over. As soon as the bulk

of the alcohol and limonene have come over, the distillate is collected in small fractions (5 to 10 Cc.) in test tubes, and when traces of the crystalline oxime appear on the surface the operation is interrupted. (Even if the oxime should not crystallize readily, the operator will after a little experience know when to stop the distillation.) The tube of the condenser is then washed with a little hot water, and this as well as the last collected distillate containing some crystalline carvoxime returned to the flask. (If, after standing for a day, any of the other fractions contain crystalline oxime, this is naturally added to the bulk of the carvoxime before being finally dried and weighed.) The contents of the flask are then allowed to cool, and after the carvoxime has completely solidified it is removed carefully from the sides of the flask by means of a loop of stiff wire, transferred to a force filter washed and dried by suction. The air-dried carvoxime is then transferred to a tared glass capsule, heated for an hour on a water bath and when cool weighed. To the weight thus obtained 0.100 Gm. is added, as this is approximately the quantity of oxime lost during the process of drying for an hour. The weight of carvoxime when multiplied by 0.9088 gives the weight of the equivalent amount of carvone.

The method it will be seen consists in the removal of the carvone from the oil, which may be either caraway or spearmint, by converting it into carvoxime. Hydroxylamine hydrochloride, sodium bicarbonate, alcohol and the temperature of the water bath are the factors in the carrying out of the reaction. The principal non-ketone constituent of the oils of caraway and spearmint is limonene, the first named oil containing the dextrogyrate variety, corresponding to the dextrogyrate carvone, the latter the laevogyrate, corresponding to the laevogyrate carvone it contains.

The Effect of Sunlight on Chemicals.

Professor Kremers called special attention to the fact that extreme care must be given to the minutest details of the process if success were desired. An important point to be observed was the weather conditions under which the operation is conducted. It made a difference in the character of the product when the work was carried on in cloudy or fair weather. The action of sunlight on combinations of carbon and carbon or carbon and oxygen is to split the bonds of affinity, double or treble, and effect a rearrangement of the molecules. As proof of this he instanced the effects of direct sunlight on certain chemicals and essential oils. Chloral (not chloral hydrate) is affected by the rays of sunlight being changed to parachloral. Oil of lemon when exposed to sunlight becomes thickened. The well-known reaction between chlorine and hydrogen was instanced to illustrate the point made by the author as regards the action of sunlight on chemicals. In diffuse sunlight these two chemicals unite slowly. In direct sunlight they unite with explosive violence.

Professor Kremers brought his talk to a close with this, and he was loudly applauded on taking his seat. The paper was discussed very intelligently by Professor Coblentz, of the New York College of Pharmacy, Professor Bogert, of Columbia University, Hon. Secretary

Schweitzer, and Mr. Dodge, of Dodge & Olcott.

Professor Coblentz said the application of so practical a method of estimating the value of a caraway oil should prove of the greatest utility, since oils like caraway are frequently tampered with by the removal of the odoriferous constituent, besides being adulterated with oil of turpentine.

Professor Bogert testified to the exceedingly interesting nature of the lecture, especially as regards the information given on the action of light on unsaturated hydrocarbons; and he asked whether phenylhydrazine could not be used as a ketone reagent.

In reply to the last speaker, Professor Kremers said it was formerly supposed that when a chemist isolated from an essential oil a hydrocarbon and an oxygenated constituent the analysis of the oil was complete, but modern chemists are no longer satisfied with this. He said phenylhydrazine might be used, but shaking out methods were no longer relied upon. He stated that in his process he added a slight excess of sodium bicarbonate solution to the hydroxylamine solution, but not to alkalinity, only sufficient to form carvoxime.

A Disappointing Paper on Explosives.

The next paper on the agenda was something of a disappointment. The members had anticipated a technical review of some of the published theories concerning the recent destructive explosion in the Tarrant Building, but the paper turned out to be a screed prepared by some penny-a-liner for "Everybody's Magazine," which contained more absurdities than it would seem possible to crowd into a magazine article. The time of the section was taken up with the reading of this frivolous contribution to cheap literature, to what end it could not be clearly made out.

The third paper on "Manganese Determinations" was read by title in the absence of the author.

An Attractive Subject.

The paper by M. Wallerstein, entitled "On American Beer" (with demonstration), proved a great attraction, despite the element of uncertainty connected with the qualifying words in parentheses which meant different things to different members. All doubt as to the meaning of the expression was removed, as the author progressed with the reading of his paper, for attendants soon began to busy themselves with the distribution of cases of George Ehret's Extra, and Beadleston & Woerz's Imperial, each member who cared to partake of the foaming beverage being supplied with a glass for this purpose.

The American Preference.

The paper was general in its character, and dealt with the different methods employed in this country and in Europe for the production of beer. In Germany it is the custom to use malted barley and hops, but Mr. Wallerstein said that beer made in this way does not suit the American palate, and unmalted cereals are preferred by American brewers, as they yield a beer of a distinct quality, different in taste from the imported article. The first German brewers in this country made their beer from malted barley and hops, as was

customary in their native land, but they discovered in course of time that a more refreshing beverage could be made by the use of rice, corn and sugar. The use of unmalted cereals was, he said, the greatest achievement of the American brewing industry. He declared that Americans prefer beer made from unmalted cereals. Their use offered many advantages to the brewers, important among them being the production of a cheaper beer and one that has better keeping properties than the imported article.

American Beer Contains Less Alcohol.

Comparing the relative alcohol content of American and German beers he instanced the results of recent examinations, and showed that the imported article contained the most alcohol and the least amount of extractive matter. Touching upon the use of preservatives in beer which he said were necessary ingredients, he paid his respects to a "slandorous press" which had falsely accused brewers of objectionable and even poisonous methods of preserving beer. Among other statements, he ridiculed one to the effect that grasshoppers are extracted and used for hops when hops are scarce. He expressed a very low opinion of the various temperance beverages which are sold to children and young ladies. All that was necessary for the production of such beverages in many instances was, he said, a carbonating apparatus in a damp cellar and a sufficient supply of water flavored with artificial fruit essences, cheap aniline dyes and brown sugar. The hygienic superiority of a pure beer as compared with these concoctions was too evident for discussion. Beer has become gradually better and better through the application of scientific methods to its production.

The Use of Preservatives in Beer.

The discussion which followed was not at all favorable to the author of the paper, and although it was openly stated by some of the chemists present that brewers were accustomed to purchase large quantities of glucose, salicylic acid, sodium sulphite, preservative tablets, hydrofluoric acid, etc., they showed no hesitancy whatever about putting to a practical test the specimens of beer which were placed before them.

The author was questioned in regard to the use of antiseptics and preservatives, and said that preference was given to salicylic acids as a preservative for beer used in the proportion of one pound of acid to fifty barrels of beer, though formaldehyde was occasionally employed in identical proportions. It was noted that English brewers preferred the use of sodium sulphite as a preservative.

The hour being late Dr. Schweitzer's paper was read by title and referred for publication.

The meetings of the section are preceded by informal dinners at the Hotel Grenoble, and on this occasion thirty members gathered at the table and discussed an excellent repast. Dr. C. F. Chandler, president of the Society, was present.

A man in Chicago advertises himself as a "techno-literary purveyor of medical publicity matter." It is now "up to" Boston.

A New Formula for Warburg's Tincture.

Fred. A. Sleser states (Am. Jour. Phar., December, 1900) that digestion with diluted alcohol, as directed by the N. F., gives a preparation that will not remain clear after filtering. Maceration followed by percolation with the diluted alcohol, or with 6 volumes of alcohol and 4 volumes of water, gives somewhat better results, but such a tincture will not remain clear.

Maceration (not percolation) with 6 volumes of alcohol and 4 volumes of water at a temperature not exceeding 15 to 20 degrees C. gives excellent results. A tincture thus prepared remains bright and clear, excepting for a slight amount of precipitate which settles to the bottom.

The turbidity of the tincture prepared by digestion on a water-bath appears to be at least partly due to the solution of oily and resinous matter at the elevated temperature, which is imperfectly thrown out of solution on cooling.

Warburg's tincture is not a concentrated preparation (containing only about 3 per cent. of extractive matter, not including the quinine sulphate) and for this reason it can be prepared of proper strength by maceration. A tincture prepared by this method at a comparatively low temperature is less contaminated with fatty matters, etc.

A Working Formula.

The following working formula has been used for several years with results that were entirely satisfactory:

	Gms.
Socotrine aloes.....	263
Angelica seed (freshly ground or crushed).....	85
Rhubarb (ground).....	85
Elecampane (ground).....	42.5
Crocus (entire).....	42.5
Fennel (freshly ground or crushed).....	42.5
Prepared chalk, Gentian (ground), Zedoary (ground), Cubeba (freshly ground or crushed), Myrrh (entire freshly crushed), Camphor, Agaric (powdered), of each...	21.25

Macerate all of the above ingredients for from one to two weeks or longer in a cool place (15 to 20 degrees C.), with occasional agitation, with 9,000 Cc. of a mixture consisting of:

Alcohol	Cc. 6,000
Water	Cc. 4,000

Then decant the clear liquid and forcibly press out the residue. Thoroughly break up the residue and wash it with the remainder (about 1,000 Cc.) of the menstruum and again press it forcibly. Filter any part of the liquid that is not clear, then mix the clear liquids and measure.

Then add:

Quinine sulphate.....	Gms. 200
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Determine how much water (4 volumes) and alcohol (6 volumes) will be necessary to make 10,000 Cc. of tincture. Mix the quantity of water necessary with

Sulphuric acid (conc. U. S. P.)...	Gms. 22
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and this to the tincture. Finally, add the quantity of alcohol necessary to make 10,000 Cc. of tincture and mix. Filtering is unnecessary.

The tincture should be prepared dur-

ing the cold season of the year, if convenient.

A tincture prepared according to the above formula possesses a reddish-brown color (which is somewhat darker before the quinine bisulphate is added). It is perfectly clear and possesses a bitter taste, an aromatic flavor and an acid reaction. 29.57 Cc. (1 fluid ounce) of tincture represents 0.81 Gm. (12.5 grains) of quinine bisulphate, which is equivalent to 0.648 Gm. (10 grains) of quinine sulphate.

A sample prepared about one year ago was recently examined. It was perfectly clear but for a slight amount of sediment. The specific gravity was 0.943 at 15 degrees C., at which temperature it remained clear. Ten cubic centimeters on evaporation and drying left 0.49 Gm. of a brittle extract.

A commercial sample examined some time ago was a perfectly clear reddish-brown preparation with but little sediment. It contained 56 per cent. by volume or 48½ per cent. by weight of absolute alcohol. Ten cubic centimeters yielded 0.4205 Gm. of dry extract. It was not further examined.

Warburg's Tincture without Aloes.—A satisfactory preparation will result by following the above formula with the omission of the aloes. Or, if it is desired to prepare the regular tincture from this preparation as the N. F. directs, Socotrine aloes should be employed in preference to the powdered extract of aloes.

Warburg's Tincture Modified.—This preparation is also known as "special" or "altered" Warburg's Tincture. There continues to be some demand for this preparation.

It can be prepared by following the above formula for the regular tincture, but substituting for the quinine sulphate and sulphuric acid, 66.66 Gms. of each, cinchonine sulphate, cinchonidine sulphate and chinididine, pure. The sulphuric acid is not necessary.

Spanish Moss as a Filtering Medium.

Professor Stockbridge, of the Florida experiment station of the United States Agricultural Department, reports the fact of a successful application of the so-called "Spanish moss" to the filtration of cane syrup, the special condition resulting from its use being the production of a syrup which will not ferment under any conditions. He adds that the system has been employed by many syrup makers in Florida and Georgia, and in no case has it been attended with failure.

For Druggists and Physicians.

Please continue my subscription, as I find the AMERICAN DRUGGIST contains much valuable information, not only for a druggist, but also for a physician.

JOE SCHWARZ.

Linden, Ala.

PENCIL FOR WRITING ON GLASS.

Yellow wax.....	ozs. 2
Tallow	ozs. 8
Spermaceti	ozs. 4
Potass. carbonate.....	oz. 1
Red lead.....	ozs. 6

Melt the wax, tallow, and spermaceti and then stir in the powders; triturate together until nearly cold and then pour into glass tubes the thickness of a pencil.

The Botany and Materia Medica of the Bible.*

[Concluded from page 355.]

BY CHARLES RIDLEY.

Ladanum, *Oistus creticus*, *Cistaceæ* (Gen. xxxvii, 25; xlii, 11).—It is probable that the word translated myrrh in Genesis should have been ladanum, the Hebrew word for it is "lot." A fragrant resin, which was formerly collected from the beard of goats, which were fond of browsing on it. It is still used in Turkey as a perfume; it was part of the present sent to Joseph by Jacob.

Lentils (Gen. xxv, 34; Sam. II xxiii, 11).—The seeds of *Ervum lens*. N.O. *Leguminosæ*.

Lily (Cant. xi, 1, 2; Kings I vii, 19; Matt. vi, 28, 29).—The Hebrew word "Shushan," which has been translated lily, also lily of the valley, was a generic name given to a mixture of flowers, exactly as we now talk of ferns, herbs, or grass. The Sermon on the Mount was preached near the plain of Gennesaret, and there flourish the anemone (*Anemone coronaria*, *Ranunculus asiaticus*) and *Adonis vernalis* and *flaminea*, which are exactly of the same color and succeed each other in close succession, painting the country red, exactly as poppies do in England. It is interesting here to note that the old Hebrews used the name of flowers for the Christian name of their little daughters, just as we christen our baby girls, Lily, Poppy, Daisy and Violet, and the word "Shushan" was the Christian name from which our "Susannah" or "Susan" is derived. A further proof that the *Anemone coronaria* is indicated is that the Arabic name for this plant is "Susan."

Mallow (Job. xxx, 4).—The word "Malluach," which has been translated "mallow," points to some plant of salt taste. The sea purslane, *Antriplex halimus*, N.O. *Chenopodiaceæ*, is probably intended.

Mandrake, "Love apples," *Mandragora officinalis*, N.O. *Solanaceæ* (Gen. xxx, 14; Cant. vii, 13).—This has a yellow fruit very similar to our tomato. It acted, or was supposed to act, precisely the same as "Damiana" of the present time, as an aphrodisiac.

Myrrh.—Mentioned very frequently; in most cases our myrrh of commerce is indicated, *Balsamodendron myrrha*. It has been suggested that in certain cases in which the Hebrew word is different, ladanum (which see) may be indicated (Gen. xxxvii, 25; xlii, 11).

Millet (Ezek. iv, 9).—The small seeds of at least two varieties of millet—*Panicum miliaceum*, N.O. *Graminaceæ*, *Sorghum vulgare*, N.O. *Graminaceæ*—which were ingredients in the bread made by Ezekiel.

Mint, *Mentha sativa*, *M. sylvestris*, N.O. *Lamiaceæ* (Matt. xxiii, 23).—Probably our favorite dinner, lamb and mint sauce, originated with the Jews, who were ordered to eat it at the Paschal Feast. It was carefully tithed by the Pharisees.

Rue, *Ruta graveolens*, also is mentioned as being tithed.

Mustard, *Brassica nigra*, *Cruciferae*, mentioned in Matthew (xiii, 31, 32;

xvii, 20) to illustrate the large tree growing from a small seed. In Palestine it grows to a height of 12 feet.

Myrtle, *Myrtus communis*, *Myrtaceæ* (Neh. viii, 15).—Used at the Feast of Tabernacles, and still used at the Synagogue by modern Jews.

Nettles, the *Urtica pilulifera* (Is. xxxiv, 13).—The Roman nettle is the most abundant variety in Palestine.

Nuts, *Pistacia vera*, N.O. *Anacardiaceæ* (Gen. xlii, 11).—At the present day these nuts do not grow in Egypt, although very abundant in Syria, and consequently the present sent by Jacob to Joseph would be very acceptable. In the Song of Solomon, "I went down into a garden of nuts," the Hebrew word *Egôz* should have been translated walnuts, *Juglans regia*.

Oak, *Quercus ægilops* (Amos xi, 9).—Mentioned very often as an emblem of strength, just as in our patriotic song, "Hearts of Oak." The oaks of Bashan grow to a great size, some specimens attaining 23 feet in girth.

Olive, *Olea Europea*.—The olive has long been cultivated in Palestine, and there the oil is one of the first necessities of life. The Turks tax each tree annually. First mentioned when the dove returned to the ark, and has been a symbol of peace and prosperity ever since.

Oil Tree, *Elæa nus angustifolia*, N.O. *Elæagnaceæ* (Neh. viii, 15; Kings I, vi, 23).—This tree produces a small green fruit, from which an inferior oil is made.

Palm, *Date Palm*, *Phoenix dactylifera* *Palmaceæ*.—The Hebrew word was Tamar (from which the names "Tamarinds" and Tamar Indien had their origin). Palestine was known to the Greeks and Romans as "Phœnicia," meaning the "land of palms." When Vespasian wished to commemorate the capture of Jerusalem by Titus, he had a coin struck representing Judæa weeping under a palm tree. The leaves were an emblem of victory, as in the triumphal entry of Christ into Jerusalem.

Plane, *Platanus orientalis* (Gen. xxx, 37; Is. xii, 19).—In the revised version the plane takes the place in the margin of the chestnut and pine tree of the authorized version, because the Hebrew word signifies "to be tall and naked," owing to the peculiar habit which plane trees have of annually shedding their bark.

Pomegranate, *Punica granatum* (Deut. viii, 8).—Mentioned as one of the blessings of Palestine; a most grateful fruit, suitable for the climate. We also read of pomegranate wine.

Poplar, *Populus alba*.—First mentioned in the story of the peeled rods of Jacob, Gen. xxx, 37.

Reed, *Arundo donax*.—A tall cane growing 12 feet high. The stems were used for flutes and pipes. Our English word cane is derived from the Hebrew word "kanah."

Rye, *Triticum spelta* (Ex. ix, 32).—An inferior kind of wheat grown in Palestine.

Rose (Cant. ii, 1; Is. xxxv, 1).—The root of the Hebrew suggests an acrid or sharp plant, the *Colchicum autumnale* has been suggested. The Rose of Sharon would probably be the *Narcissus tazetta*.

Rose of Jericho, or **Resurrection Flower**.—*Anastatica hierochuntica*, N.O. *Cruciferae*, grows in hot, sandy places

of the Dead Sea. It derives its name from the curious way in which, when the flowers are dried up, the root becomes detached from the sandy soil, and blows about till it lodges in a damp place, when the closed flower expands and the seeds escape. It is supposed to be the plant referred to in Eccl. 24, and the wheel, or rolling thing (Guilal), Pa. lxxxiii, 13; Isaiah xvii, 13.

Saffron, *Crocus sativus* (Cant. iv, 14).—Mentioned only once as a perfume plant.

Shittah Tree, or **Shittim Tree**, *Acacia seyal* (Is. xii, 19).—The tree is only once mentioned. The wood was used in the construction of the Tabernacle. This tree yields an inferior gum arabic.

Spicery.—Mentioned in Genesis xxxvii, 25, is believed by authorities to apply to gum tragacanth; why it should have been translated spicery I cannot fathom. The only reason for supposing it to be tragacanth is the Hebrew word "nekôth" is similar to the Arabic name for tragacanth, "nakâat," and also that some twenty species of *Astragalus* grow in Palestine.

Spikenard, *Nardostachys jatamansi*, N.O. *Valerianaceæ*.—A native plant of Nepal and Bhootan, hence cost of carriage made it very precious, as related in Mark (xiv, 3, 5) and John (xii, 8). Perfumers of to-day would not give a penny a pound for it.

Sycamore, *Morus nigra*, *Urticaceæ* (Luke xvii, 6), is met everywhere in Palestine. There can be no doubt as to its identity, the Greek word for it being "Sycaminos."

Sycamore, *Ficus sycomorus*, N.O. *Urticaceæ* (Chron. xxvii, 28; Kings I, x, 27).—This has no connection with our sycamore. The wood is used for furniture. The top of the fig fruit is cut off to enable the insects which infest it to escape. It is used as food for the poorer classes. This is the tree up which Zachæus climbed and Amos was a "gatherer" of these figs.

Tares (Matt. xiii, 24, 30), mentioned in the parable, was the bearded Darnel, *Lolium temulentum*, N.O. *Graminaceæ*.—Compared with wheat the seeds are very dissimilar, but when growing the blades are very difficult to distinguish from those of wheat (*Triticum vulgare*) until the ear appears.

Terebinth, *Tiel*, *Pistacia terebinthus* (Gen. xlii, 18; xxxv, 4; Sam. xviii, 9).—*Elâh* is the Hebrew word for this, and in some parts it has been translated "oak." Absalom was caught by the head as his mule went under a "terebinth."

Thyine Wood, *Callitris quadrivalvis*.—A small tree of the cypress family, found in the Atlas mountains, the wood of which is much prized for its beauty. This tree is the source of our gum sandarac. It is mentioned only once, as one of the priceless commodities of the Babylon of Revelation, xviii, 12.

Vine, *Vitis vinifera*.—More often alluded to in the Scriptures than other plant. Vinegar was wine subjected to the acetous fermentation.

Willow, *Salix babylonica*, or other species (*Psalms cxxvii*, 1, 2).—"I'll hang my harp on a weeping willow tree," and similar lines from our song books, are all taken from the *Psalms*.

Wormwood, *Artemisia absinthium* (Deut. xxix, 18; Lament. iii, 15, 19).—Always used to symbolize calamity and sorrow.

*Read at a meeting of the Newcastle-on-Tyne and District Chemists' Association and printed in the *Pharmaceutical Journal*.

Queries and Answers.

We shall be glad, in this department, to respond to calls for information bearing on pharmacy or any of its allied topics, and cordially invite our friends to make use of this column.

The name and address of the inquirer must accompany the communication, not for publication, but to assure attention, as we make it a rule to pay no regard to anonymous correspondence.

Precipitation of Cocaine.—G. E. C. submits the following:

Chloroform f. dr. 1
Sol. cocain, hyd., 4 per cent. f. dr. 1
Liq. petrolati f. dr. 6

"I received the above prescription to prepare a few days ago. I dissolved the cocaine in the chloroform [? solution] and both solutions were perfectly clear before mixing, but as soon as they were shaken together the cocaine was thrown out of solution. Will you please explain why the cocaine was precipitated?"

Nearly all the salts of cocaine are insoluble in liquid petrolatum. We do not see how you managed to dissolve the cocaine solution in the chloroform, and take it that you used a sufficient amount of the salt to represent a fluid dram of a four per cent. solution and dissolved it in the chloroform. Now, since cocaine salts are insoluble in liquid petrolatum, the solution of chloroform in the liquid petrolatum, or vice versa, serves to throw down the insoluble salt of cocaine, which explains the precipitation. The best way to remedy the difficulty involved in attempting to form solutions of cocaine in petrolatum is to use an amount of the cocaine alkaloid equivalent to the amount of hydrochloride prescribed and dissolve this in a few drops of oleic acid, thus forming a cocaine oleate, which is soluble in liquid petrolatum.

Can This be Improved Upon?—R. B., who states that he "wants the best known blood purifier formula," submits the following and asks if it can be improved upon:

- (1). Buckthorn bark pounds 3
Gualac wood pounds 8
Sarsaparilla pound ½
Russian licorice pound ½
Calcined magnes. oz. 2
Water, enough to make gall. 2
Sugar, granulated pounds 10
- (2). Capsicum pods dram ½
Ginger root oz. ½
Senna leaves pound 1
Anise oil,
Sassafras oil,
Lemon oil,
Wintergreen oil, of each drachm 1
Alcohol quarts 2
Water quarts 2

Our querist fails to mention any of the details of manipulation. We infer, however, that Nos. 1 and 2 are to be extracted separately and the products mixed.

The Reaction Between Sweet Spirit of Nitre and Potassium Iodide.—G. E. C. asks if the equation which he submits, descriptive of the reaction which takes place between potassium iodide and sweet spirit of nitre when they are mixed together, is correct. His equation stands:



No, we do not think that this correctly represents the reaction. Instead of ethyl iodide and potassium nitrite being formed, as indicated by your formula, it is more likely that iodine and nitrous oxide are liberated, in accordance with the following equation:



The reaction does not take place if a sweet spirit of nitre is used which has been previously deprived of the acidity which always develops in sweet spirit of nitre on keeping.

Nuclein—Its Preparation.—W. A. G.—Dr. John Aulde has described the manufacture of the preparation with which his name is associated as follows: Stock is prepared by macerating separately in water thyreoid and thymus glands, by which is obtained a product insoluble in alcohol. The macerated glands are then removed and submitted to artificial digestion, and the filtrate is set aside to cure, which requires a period varying from three to ten days, a temperature of 90 degrees F. being constantly maintained. The product obtained by artificial digestion is preserved in alcohol (diluted), and as soon as the macerated products have reached the proper stage in curing all are combined in one solution, diluted alcohol being used to control further chemical activity. Within two weeks all traces of phosphorus have disappeared, due probably to the chemical changes taking place between the product resulting from artificial digestion and the elementary substances obtained by maceration in water. The chemical combination thus formed is then fixed by further increasing the alcoholic strength, certain chemical and physiological tests being employed to regulate or standardize the finished product. The information here given leaves a good deal to be desired in the way of a practical method of preparing the nuclein. It also leaves us somewhat in the dark as to the strength of the resulting alcoholic solution; but Dr. Aulde states that it comprises "substantially all that will be demanded by a competent chemist to enable him to prosecute the work."

What State Has the Best Pharmacy Law?—J. E. C.—The pharmacy law of the State of Illinois is considered a model of its kind, but we should not care to distinguish it as the best example of pharmacy legislation. The character of the various pharmacy laws enforced throughout the country varies with the conditions prevailing in the part of the country where the law applies. Thus a law suitable for Texas would not be generally applicable to

certain other States. The new law which becomes operative in New York State next year has some very excellent features, making it superior in some respects to the Illinois law. It is printed in full in the *AMERICAN DRUGGIST* for November 25.

Kid and Patent Leather Polish.—H. D. C.—A first-class formula for a kid and patent leather polish is the following, which we take from the Standard Formulary:

Caoutchouc av. oz. 1
Petroleum av. oz. 1
Carbon disulphide f. oz. 1
Shellac av. ozs. 4
Lampblack av. ozs. 2
Oil of lavender f. dr. 1
Alcohol f. ozs. 20

Upon the caoutchouc, contained in a bottle, pour the carbon disulphide; cork well and let it stand for a few days, or until the caoutchouc has become thoroughly gelatinized or partly dissolved; then add the petroleum, lavender oil and alcohol; next the shellac in fine powder, and heat it to about 50 degrees C., taking care that as little as possible is lost by evaporation. When the substances are all dissolved, and the liquid is tolerably clear, add the lampblack and fill at once into small bottles.

If a dull non-waterproof polish is desired the following from Pharmaceutical Formulas can be recommended:

Vinegar ozs. 32
Logwood ozs. 8
Potass. bichromate oz. ½

Boil and strain while hot into the following mixture, previously prepared:

Gelatin ozs. 4
Tragacanth drs. 4
Glycerin drs. 4
Water ozs. 16

The latter should be soaked over night, heated in the morning to dissolve and strained with pressure. After the logwood and glue mixtures are combined, put indigo, dr. 2, in a large mortar, triturate, and slowly incorporate the mixture with it.

Violet Toilet Water.—E. S.—Roughly speaking, toilet waters consist essentially of a solution of the desired perfume or perfumes, in diluted alcohol. There is, however, opportunity in their manufacture for the exercise of considerable art in the combination of odors and flavoring substances, to say nothing of the coloring of the waters. In the case of violet waters, their attractiveness and selling qualities are enhanced by the choice of coloring material. The addition of a little chlorophyll gives a nice shade of green, while a color more nearly approaching the true violet may be obtained by the judicious combination of indigo purple with a yellow dye. A different shade of violet may be produced by a mixture of red and blue in due proportions. One of the most recent productions in the line of toilet waters is colored a bright carnation red to harmonize with the name of the water, which is Carnation Pink. We give below a selection of formulas for violet toilet waters:

I.
Violet extract ozs. 2
Cassie extract oz. 1
Spirit of rose oz. ½
Alcohol, enough to make ozs. 20

If the extract of cassie is not sufficient in quantity to impart the desired shade of green to this water, a little chlorophyll or tincture of cannabis indica should be added.

Alternative formulas from which to make a selection are as follows:

II.

Ionone solution (10 per cent.)...drs. 1½
Tincture of orrisa.....oss. 5
Alcohol.....oss. 15

Color with chlorophyll or tincture of India hemp, 20 minims.

III.

Tincture of benzoin.....oss. 1
Tincture of orrisa.....oss. 1
Essence of musk.....oss. 2
Jasmine extract.....oss. 2
Cassia extract.....oss. 4
Rose extract.....oss. 4
Violet extract, to make.....oss. 30

IV.

Cassia extract.....oss. 6
Rose extract.....oss. 8
Tuberose extract.....oss. 8
Violet extract.....oss. 4
Essential oil of almonds.....mms. 15

Mix, add a little extract of cannabis indica or chlorophyll to color, and filter.

V.

Cassia extract.....oss. 4
Jasmine extract.....oss. 8
Ionone solution (1-15).....oss. 2½
Tincture of orrisa.....oss. 2½
Rose extract.....oss. 2½
Violet extract.....oss. 2½
Tincture ambergris.....oss. ½
Tincture civet.....drs. 8
Oil bergamot.....dr. 1
Diluted alcohol.....q. s.

Red Coloring for Hair Tonic.—J. E. L. asks us for the formula of a red coloring for a hair tonic preparation, stating that he had seen such a formula in a previous number of this journal, which referred to a precipitate which was dried and then dissolved to form a red solution.

This would seem to refer to carthamin red, obtained from the blossoms of the safflower. Askinson describes the mode of extracting the coloring matter from these blossoms as follows: Safflower, the blossoms of carthamus tinctorius, contains two coloring matters, yellow and red. The former is extracted with water from the dry flowers, and the residue is treated with a weak soda solution, which dissolves the red coloring matter.

Of course, the addition of this to any acid solution would not be feasible, since the coloring matter would be at once deposited from its alcoholic solution. Alkanet root yields a light reddish brown color to alcohol, as do also red sandal wood and Pernambuco wood. We think that a preliminary maceration of coarsely ground red sandal wood in the alcohol, which we presume forms part of the hair tonic, would yield the most satisfactory results. The fact should not be lost sight of that many of the essential oil dealers make a specialty of the manufacture and sale of harmless colors for pharmaceutical liquors. Descriptive price lists of these substances can be obtained free on request of such firms as Fritzsche Bros., 87 Barclay Street; Magnus & Lauer, 92 Pearl Street, or Dodge & Olcott, 86 William Street, New York City.

Tasteless Castor Oil.—F. & B.—We described a method of depriving castor oil of its objectionable taste and flavor in the AMERICAN DRUGGIST for June 11, page 377, which consists essentially of treating the oil with successive portions of hot water, poured in and shaken out in quick succession, the last portion of hot water being flavored with the oils of sassafras and wintergreen and sweetened with saccharine.

Correspondence.

Wood Alcohol Should Be Labeled Poison.

To the Editor:

Sir,—In view of the reports which are published from time to time regarding the poisonous effects of wood alcohol, would it not be well for all druggists to affix a "poison" label to bottles in which this article is sent. I offer this as a suggestion and would like to get the opinions of others. S. C. BRADT.

Albany, N. Y. Dec. 5, 1900.

Stamp Tax Costs Nothing to Collect?

To the Editor:

Sir,—I notice your article, "Repeal the Stamp Tax." I am surprised that you make such an appeal and give such arguments on the subject as you do. The retail druggist is but little affected by the stamp tax and its removal would not average a benefit of \$10 a year to the druggists of the United States. If you want to benefit us use your efforts to repeal the internal revenue tax of \$25 a year; that will be a real relief to us. You are talking through your hat when you say that "the expense entailed in its collection is probably larger in proportion to the gross receipts than under any other of the schedules of the internal revenue law." The truth is that it costs actually nothing to collect it. The revenue deputies have nothing whatever to do with it and each individual is obliged to send to the collector of each district for his stamps. The collectors have no more clerks in their offices than they would have without the schedule, and the agitation of this matter seems to me to be an attempt to hide the real issue that would be of practical benefit to the retailer—namely, the internal revenue tax of \$25 mentioned above. The repeal of the schedule would benefit the patent medicine manufacturers, and when you make your appeals please make them for them, not in the name of the retailers. SAMUEL E. BARR.

Canton, O.

[Mr. Barr's statement that it costs nothing to collect the stamp tax under schedule B will probably be in the nature of news to the Commissioner of Internal Revenue. Mr. Barr's estimate of the cost of the stamp tax to the retail drug trade is much lower than that made by many well posted men. Even if his estimate were correct, it is well worth while to save ten dollars a year for every one of the 40,000 druggists in the United States. The internal revenue tax of \$25 is a wholly different matter and there is little likelihood of its being abrogated—there is certainly none just now—and it is therefore as well to work for something that we may possibly be able to procure.—Ed.]

A "Shorter Hours" Schedule.

To the Editor:

Sir,—I wish to suggest a schedule of working hours for druggists and drug clerks that can be adopted without entailing any additional expense to "the

boss." My schedule is based on the 68-hour weekly law, which will be enforced in Greater New York when the all State pharmacy law comes into operation next year.

To carry out the proposed schedule pharmacists will open their store each day at 7 o'clock a.m. and close at 9 p.m. (Sundays included), excepting Saturdays, when the opening hour will be 7 a.m. and the closing hour 11 p.m. The schedule provides for one full day off each week and alternate Sundays for the clerk. It also allows him two hours a day for dinner and supper.

The clerks' schedule of hours could be arranged as follows:

Monday, 7 a. m. to 9 p. m.
Tuesday, 7 a. m. to 9 p. m.
Wednesday, off all day.
Thursday, 7 a. m. to 9 p. m.
Friday, 7 a. m. to 9 p. m.
Saturday, 7 a. m. to 11 p. m.
First Sunday, 7 a. m. to 9 p. m.
Monday, 7 a. m. to 9 p. m.
Tuesday, 7 a. m. to 9 p. m.
Wednesday, off all day.
Thursday, 7 a. m. to 9 p. m.
Friday, 7 a. m. to 9 p. m.
Saturday, 7 a. m. to 11 p. m.
Second Sunday, off all day.

This provides for two working weeks of a hundred and thirty-six hours, or sixty-eight hours weekly; and I believe the division of time will be found to work satisfactorily, the hours of keeping open store being sufficient for the legitimate public wants of most localities.

All sales from the closing hour at night to the time of opening the store in the morning are to be considered night calls and the customers charged an additional fee of twenty-five cents, no matter whether the call is for a prescription or a postage stamp, and the extra tariff so collected to go to the person who attends to the call, be it clerk or proprietor. The imposition of an extra charge of this kind would tend to discourage unnecessary calls. A notice informing the public of the extra charge for night calls should be posted under the drug store night light.

The adoption of the above schedule would, in my humble opinion, tend to make the druggist's life a somewhat happier one. FRANK NELSON.

262 Twelfth Street, Brooklyn, Dec. 1, 1900.

The Culture of American Ginseng.

To the Editor:

Sir,—The subject of growing ginseng has recently received so much attention from the agricultural press of the country, and from circulars and pamphlets sent broadcast throughout the country by dealers, that hundreds of people are being induced to try its culture.

Many of the articles are written by people who have no personal knowledge of the best way to grow it or of the profits to be derived thereby. Others are written by dealers who have seeds and plants to sell, and in both instances, as a rule, the information is second hand and unreliable. The most extravagant figures are given, showing enormous yields produced on a given acreage, and Monte Cristo fortunes to be made out of a paltry investment while one loafs in the back yard watching the gold dollars sprouting.

Certain dealers have sent out figures informing the public that \$5 invested in their seeds and plants will show a value of \$44,340 the fifteenth year.

A million dollar bed in twelve years

from a \$1,000 investment is also advertised by them. A value which cannot be obtained, except perhaps in small quantities, is placed on the seeds and young plants, and the ratio of increase and loss is given very accurately and more extravagantly on paper. Can any of these versatile writers please inform us how many turnips can be grown on a \$5 investment in twelve years, the price the roots and seeds will bring each year, and how rich a man will be at the end of that period? Certainly not, and information pretending to figure it out would be absolute nonsense.

An article on ginseng entitled "Valuable Farm Land" appeared in the St. Louis Republic a short time ago, and was extensively copied by other papers in the South and Southwest. Among other wild statements the writer said that seeds bring five cents each (another writer says there is unlimited demand at twenty-five cents each) and yearling roots twenty cents each; that the eighth year an acre should produce 8,120,000 seeds, which sell at five cents each, giving an annual income to the fortunate grower of \$100,000 from the seeds alone. He further states: "Say that a full crop of seed from one acre is available for planting. That will be 8,120,000 seeds. Allow for the loss and failure to generate of 1,120,000 seeds. This will leave 2,000,000 seeds that are practically sure to generate and create 2,000,000 roots. In eighteen months these roots will be ready for the market and can be sold direct to consumers, the present price being twenty cents each, or a total of \$400,000 from the ginseng crop in eighteen months. This crop of 2,000,000 roots would require a space of approximately 40 acres. One acre should produce 52,000 roots, which at the market price of twenty cents each should, after eighteen months, bring a return of \$10,400."

Could anything be more baldly ridiculous? Let us suppose that only 1,000 gardeners had the above success as to yield. This would mean over three billion seeds put on the market each year, which at five cents each would require \$150,000,000 annually to pay for them, not to mention the value of the roots.

Suppose, further, that the ratio of increase both in yield of crops and number of growers continued the same for twenty-five years; there would not be money enough in the world to buy a single year's crop. China, the source of demand for ginseng, would have used all its wealth in its purchase long before the period of twenty-five years had elapsed.

Notwithstanding these air castles there is an enormous profit in growing the plant, but it depends on the individual grower, as in any other crop. The right conditions for its culture must be supplied, either naturally or artificially, and intelligent cultivation given. There will probably always be a good demand for the root at high prices, and it is an article commanding cash at all times.

These conditions for growing are readily found in nearly all the States of the Union or can be produced at reasonable cost of labor and material. They may be stated in a few words: A rich, deep, well drained and moist soil, containing abundant decayed vegetable matter and not too heavy or clayey. Humus or vegetable mold, obtained by using decayed forest leaves, is extremely beneficial, as is also thor-

oughly rotted compost. Shade sufficient to keep off the direct rays of the sun is almost necessary, particularly in sections where the heat is excessive. Add to this careful cultivation, and you have the secret, if there really be any, of growing ginseng successfully. Lath covers are perhaps the best artificial shade, and apple trees have been found good to keep the ground protected from the sun. At maturity the roots must be carefully and properly prepared for market, and the extra care taken to produce a fine article, clean, well graded and perfectly dry, is more than repaid by the much higher price such roots will bring.

The writer, who has had many years of experience growing this root, will be glad to give fuller information as to the best modes to be used in its cultivation, but would warn the reader against the wildly extravagant articles that appear from time to time, and which will damage rather than help an industry that really does promise most unusual returns for the labor and expense necessary to carry it on successfully.

HARLAN P. KELSEY.

Tremont Bldg., Boston, Oct. 24, 1900.

Bibliography.

INCOMPATIBILITIES IN PRESCRIPTIONS, FOR STUDENTS IN PHARMACY AND MEDICINE AND PRACTICING PHARMACISTS AND PHYSICIANS. By Edsel A. Ruddiman, Ph.M., M.D., Professor in Pharmacy and Materia Medica in Vanderbilt University. Second edition rewritten. First thousand. New York: John Wiley & Sons. London: Chapman & Hall, Limited. 1900. [Price, \$2.00.]

The second edition of this comprehensive work has been improved in a number of particulars. Part 1, in which the drugs and chemicals ordinarily prescribed or used in pharmaceutical manipulations are arranged in alphabetical order under side heads in heavy type, together with the names of the drugs and preparations with which they are not compatible, has been entirely rewritten, as a result of laboratory experiments by the author. Part 2, which treats of prescription incompatibilities proper, has also undergone revision and contains additional statements and comments calculated to enhance the value of the volume. Professor Ruddiman's work is an indispensable text-book of a most important subject of study for both pharmacists and physicians, and it is a pleasure to recommend the volume both as a manual for students and a reference book for the busy practitioner, either of medicine or pharmacy. It has already been adopted in many colleges of pharmacy as an adjunct of study.

THE ART OF DISPENSING. A Treatise on the Methods and Processes Involved in Compounding Medical Prescriptions. (First edition, 1888.) Sixth edition, revised and enlarged, by Peter MacEwan, F.C.S., pharmaceutical chemist, editor of "The Chemist and Druggist." Published at the offices of "The Chemist and Druggist," 42 Cannon Street, London, E. C., and at Melbourne and Sidney, Australasia. 1900. [Price, \$2.00, postpaid, from the American agents, McKesson & Robbins, New York.]

This new fifth edition of "The Art of Dispensing" represents a considerably rearranged and enlarged volume as compared with preceding editions. The ex-

tent of the revision is indicated by the additional number of pages given to the different divisions of the book. The chapter on "Pills," for example, has been augmented by 24 pages. The chapter on "Mixtures," which in the previous edition occupied 37 pages, now takes up 77; twice the number of pages are now devoted to suppositories, and other departments are increased three or four times. The work is a favorite with working pharmacists, who are able to recognize the extremely practical character of the information on everyday matters, which is presented so lucidly, sententiously and in some instances almost epigrammatically throughout the volume, and we have no hesitation in recommending so useful a work to the pharmaceutical profession.

STRINGTOWN ON THE PIKE. A Tale of North-east Kentucky. By John Uri Lloyd, author of "Etidorhpa," etc. With illustrations. New York: Dodd, Mead & Co., 1900. [Cloth, \$1.50.]

It is not often that we are called upon to present in these columns a review of a work of fiction, but the prominence of Professor Lloyd in pharmacy, as well as the fact that the climax of the tale hinges upon a problem in toxicology, makes "Stringtown on the Pike" a fit subject for review in a pharmaceutical journal. The story has been published serially in The Bookman, a literary journal, and has attracted a great deal of attention. The scene opens in Kentucky during the Civil War, and the story is narrated by Samuel Drew, who rises from a barefoot country lad to be professor of chemistry in a great university. As a boy the narrator found himself always at the foot of the class and unable to master the ordinary lessons set for his schoolmates. Chance, however, brought into his possession a copy of a text-book on chemistry and he immediately becomes absorbed in its study, to which he devotes all of his leisure moments, eventually making its practice his life pursuit, and putting him in a position as professor of chemistry to bring about the condemnation as a murderer of an innocent man. The final climax of the story, and the one which will most interest our readers, turns upon the fact which we believe has not heretofore been known in toxicological chemistry, that a mixture in certain proportions of hydrastine and morphine will produce the blue-violet color reaction, fading to green and red, peculiar to strychnine under the chrome-sulphuric acid test.

The action occurs in Stringtown (Florence), a village near Covington. The story opens during the Civil War, when the hero, Sammy Drew, is a boy attending the village school, and covers a period of many years. No one who has not lived in that region, breathed that atmosphere, and come into contact with the characters so vividly described, could have portrayed with such intense force and realism the bloody feuds which have made the State of Kentucky notorious.

The gradual unfolding of the character of the minister at Stringtown is one of the many surprises of the book. At first he seems an ordinary, colorless individual, but the scene between him and the Virginia colonel, in the village grocery, is one of the most dramatic in the story. It holds one spellbound, and the tension steadily increases until the climax is reached.

The foremost character in the book—

one that will linger in the mind when all memory of the others has faded—is old "Cupe," or Cupid, the negro slave of ante-bellum days, with his quaint mannerisms and formal Southern politeness, his superstitions and overpowering belief in voodooism. This figure stands out in bold relief, dwarfing into insignificance the ostensible hero and heroine, who, though well drawn, are but secondary to the weird and fascinating personality of old "Cupe." The most practical and least credulous of readers must confess to a slightly creepy sensation in reading of the old slave's incantations, and his ability to foretell future events from the most ordinary signs. Even when inclined to smile at his signs and charms and spells, there is an undercurrent of mysticism running through the story that precludes all desire to ridicule, and exerts a fascination not to be resisted. Who that reads it can forget the scene in the old negro's cabin when Sammy, grown to manhood, looks in the magic mirror, and sees, not alone events in his past life that he thought unknown to his village friends, but also things that are to be. And the scene in the courtroom, when, with the simultaneous shooting of two men, the Holcomb-Hardman feud was ended.

Cupe's character is clearly defined and consistent, and in its depiction the author shows a wonderfully accurate knowledge of the many superstitions which are entertained and acted on by the old-time darky. While the dialect of the old negro is for the most part excellent, it is open in a few instances to criticism; though it is true that all dialect is essentially provincial, and what may be the correct negro dialect in one State or in one section of a State may in another adjoining State or section be wholly unknown.

Professor Lloyd's style is so simple, direct and forceful that the many thrillingly dramatic situations take the reader completely by surprise. So full is the book of these climaxes that to most people the first impression is—What a splendid play it would make!

It is indeed far better worth staging than many of the swashbuckler stories at present masquerading on the stage as plays. The tragic ending might, it is true, militate against its popular success, and yet the story could not consistently end otherwise.

Aside from the personal interest which invests the book on account of Professor Lloyd's connection with pharmacy, the story is one which is so full of startling incidents, graphic delineations and tragic climaxes that it is well worth reading. The local color is strongly developed and closely adhered to. Throughout the narrative there are scenes which stand out vividly in the memory as remarkable pieces of descriptive delineation, but it must be admitted that the story is uneven in its construction and that the interest occasionally flags through the introduction in detail of incidents which have no important bearing upon the main purpose of the narrative. On the whole, however, the novel is a most interesting one and, aside from giving a vivid picture of life under conditions which have long since passed away and which are well worthy of preservation, it is creditable alike to the author and to the calling to which he has devoted the main portion of his life.

The illustrations are from photo-

graphs taken on the spot by Mrs. Lloyd and add greatly to the beauty and charm of the book.

VICTOR VON RICHTER'S TEXT BOOK OF INORGANIC CHEMISTRY. Edited by Prof. H. Klinger, University of Koenigsberg. Authorized translation by Edgar F. Smith, Professor of Chemistry in the University of Pennsylvania, Philadelphia. (Assisted by Walter T. Taggart, Instructor in Chemistry.) Fifth American from the tenth German edition, with sixty-eight illustrations on wood and colored lithographic plate of spectra. Philadelphia: P. Blakiston's Son & Co., 1012 Walnut street. 1900. [Price, \$1.75.]

The fact that this work has reached its fifth American edition from the tenth German is eloquent of its success as a students' manual. The present edition differs materially from preceding editions, considerable space being given up in it to the more recent discoveries in chemical science, thus bringing the work up to date in many important particulars. Its usefulness as a text-book is enhanced by cuts of apparatus and diagrammatic drawings illustrative of the different forms of crystals.

VETERINARY COUNTER PRACTICE. A Treatise on the Diseases of Animals and the Most Suitable Remedies for Them. Written expressly for chemists and druggists by qualified and experienced members of the Royal College of Veterinary Surgeons. Third edition. Published at the offices of "The Chemist and Druggist," 42 Cannon Street, London, and at Melbourne and Sidney, Australasia, 1900. \$1.50, postpaid, from the American agents, McKesson & Robbins, New York.]

The British pharmacist has always paid a greater amount of attention to the cultivation of a trade in veterinary remedies than his confrere on this side of the water, where the veterinary surgeon is less subject to what may be termed a direct form of competition by the local druggist. However, the publishers of this useful book disclaim any intention of offering the suggestions and advice in it as a substitute for the clinical experience of the qualified veterinary practitioner. "Veterinary Counter Practice" is intended rather to aid the pharmacist to an understanding of many of the simpler cases that are detailed to him at the counter and to supply such simple remedies as may be indicated. That there is a growing appreciation among American pharmacists of just the kind of information that is supplied in this hand-book is evident from the frequent publication in the pharmaceutical journals of papers and essays giving particulars of treatment and formulas for the diseases of horses and cattle. The book is well worthy of a place in the pharmacist's library.

STUDIES OF AMERICAN FUNGI: MUSHROOMS, EDIBLE, POISONOUS, ETC. By George Francis Atkinson, Professor of Botany in Cornell University, and Botanist of the Cornell University Agricultural Experiment Station. Andrus & Church, Ithaca, N. Y. U. S. A., publishers. 8vo, pp. i-vi, and 1-275, with 76 plates and over 150 text illustrations. [Price, \$3.00, postpaid.]

Interest in the study of the fleshy fungi appears to be on the increase among pharmacists if we are to judge by the inquiries we receive from time to time regarding suitable books for reference. We lately published an extended list of reference books published here and in Europe, and it is our purpose to notice the newer books on mushrooms as they appear. The most recent publication of this kind comes from the press of Andrus & Church, Ithaca, N. Y. It is entitled "Studies of American Fungi: Mushrooms, Edible, Poisonous," etc., and the author is George

Francis Atkinson, Professor of Botany in Cornell University, and Botanist of the Cornell University Agricultural Experiment Station.

Professor Atkinson calls attention in Science for November 23 to some of the distinctive features of his work and from this we cull the following:

The purpose of the book is to present the important characters which it is necessary to observe in an intelligible way; to present life-size photographic reproductions accompanied by plain and accurate descriptions, so that by careful observation of the plant, and by comparison with the illustrations and text, even a beginner will be able to add many species to the list of edible ones, where now, perhaps, the collections are confined to the "pin" underers. The number of people in America who interest themselves in the collection of mushrooms for the table is small compared with those in some European countries. This number, however, is increasing, and if a little more attention were given to the observation of these plants and the discrimination of the more common kinds, many persons could add greatly to the variety of foods and relishes with comparatively no cost. The quest for these plants in the fields and woods would also afford a most delightful and needed recreation to many, and there is no subject in nature more fascinating to engage one's interest and powers of observation.

The author has presented his subject in a way that is interesting, the use of technical terms having been avoided as far as was possible, and the descriptions are intelligible to one who is not a technical student of the fungi. It contains a chapter on "Recipes for Cooking Mushrooms," and one on the chemistry and toxicology of mushrooms by J. F. Clark. The book is illustrated with seventy-six plates and over a hundred and fifty engravings in the text.

Pamphlets, Etc., Received.

Proceedings Twenty-fifth Annual Meeting, Georgia Pharmaceutical Association, Savannah, Ga., May 22-23, 1900. With Constitution and By-Laws. Secretary: Campbell T. King, Macon.

The Composition and Determination of Cerium Oxalate, by Frederick B. Power, Ph.D., and Frank Shedden, B.Sc., A.I.C. (From the Journal of the Society of Chemical Industry, Vol. XIX, No. 7.) The Welcome Chemical Research Laboratories, Frederick B. Power, Ph.D., director, 6 King Street, Snow Hill, London, E. C.

The Constitution of Pilocarpine. Part I. By H. A. D. Jowett, D.Sc. (From the Transactions of the Chemical Society, 1900.) The Welcome Chemical Research Laboratories, Frederick B. Power, Ph.D., director, 6 King Street, Snow Hill, London, E. C.

Researches on Morphine. Part I. By S. B. Schryver, D.Sc., Ph.D., and Frederic H. Lees. (From the Transactions of the Chemical Society, 1900.) The Welcome Chemical Research Laboratories, Frederick B. Power, Ph.D., director, 6 King Street, Snow Hill, London, E. C.

Catalogue of periodical literature in the Lloyd Library, Cincinnati, O. This is a sixteen-page pamphlet containing a list of the botanical periodicals, publications of U. S. Department of Agriculture, State agricultural stations, pharmaceutical periodicals and proceedings of pharmaceutical associations on file in the Lloyd Library. The showing is a most extensive and creditable one.

The Therapeutic Reference Book.

It appears that we were in error in stating that Warner's Therapeutic Reference Book would be supplied free of charge, as the price is 50 cents per copy. It is published by Wm. R. Warner & Co., Philadelphia.

A New Book by Professor Oldberg.

A new book by Prof. Oscar Oldberg, of the School of Pharmacy of the Northwestern University, Chicago, is about to be issued from the press. The work deals with inorganic pharmaceutical chemistry and will appear in two volumes of some six hundred pages each.

Advertising Ideas.

Under this heading we shall conduct a practical discussion of store methods and advertising for retail druggists. The Department Editor will be pleased to criticise advertisements, suggest improvements and answer all questions coming within the scope of this department, provided they are accompanied by the name and address of the writer.

ULYSSES G. MANNING,

DEPARTMENT EDITOR.

WRITING AS YOU TALK.

WHEN you learn to express yourself in writing as you do in speaking you have mastered one of the secrets of successful advertising. If you depart from your natural mode of expression the lapse is always apparent and robs what you say of some of its force.

If the legions who are forever trying to be brilliant or smart in their advertising could get it into their heads that they are writing dollars out of their pocket the disease would disappear.

Advertising is not literature. If it becomes literature it ceases to be advertising. Advertising's sole mission is to help sell goods, and goods are sold by giving people the reasons why the goods should be bought. These reasons should be expressed in the simple, straightforward language that the advertiser should use were he face to face with the customer.

The following holiday ad. is a specimen of natural, forcible expression, and an example of good advertising that may be useful to somebody right now.

Let Us Help You.—For many years we have been buying and selling Christmas presents—each year we learn better the wants of our customers; learn better the kind of goods they like; learn where to buy from first hands, and in this we learn how to save our customers many dollars on their Xmas buying.

How It Is Done.—This Xmas buying begins with us early in the spring—long before it is ever thought of by the ordinary merchants. It means many a trip to the sample room filled with hundreds of dollars' worth of this class of goods. Many a hard day's work picking out this because it is pretty, and the price right, rejecting that because, while it may look well, the price is too high. This is the kind of buying in which we have been engaged for many years—have made a study of the wants of our particular customers, and each year we are in a better position than the year before to help you. In our previous announcements we have had printed a quarter page of prices and tried to tell you about many of the articles, but now we ask you to come and see for yourself.

You Will be Satisfied.—Everything is out on tables, counters and showcases where you can see for yourself, can look to your heart's content and pass on without buying if you like. The price of every article is marked in plain figures and these prices are very low, as low as early, close, cash buying can make them.

Huntley's Two Stores,
Oregon City, Oregon.

The Prize Advertisement.

The American Druggist offers a prize of books to the value of \$2, each issue, for the best retail druggist's advertisement. The prize is this time awarded to H. G. Pierson, Hornellsville, N. Y.

CRITICISM AND COMMENT.

A large batch of ads. submitted by Mr. Pierson receive the prize for this issue. Several of them are selected for reproduction. These are forcibly written ads. of more than average merit, but the display was poor. A light, gray border should be used to cut them out

That Persistent Tickling Cough,

That sticky secretion in the throat and air passages, that sense of tightness across (or needle-like pains through) the chest—danger signals! For these conditions take

Beats All Cough Syrup

And be on the safe side. It's a remarkable cure for all throat and lung affections. Pleasant to take, being composed of wild cherry, white pine, balm of Gilead buds, blood root, &c. Customers say it acts like magic. If it don't, your money back. 25 cents a bottle at

Main St., 149. The Pierson Drug Stores.
Canisteo St. 144.

One of the Prize Advertisements.

from their surroundings and not more than one strong black display line should appear. In the three-inch double column space the heading should, as a rule, be in a single line and in the center of the space.

White Violet

Borated Talcum Powder for infants and adults. An innocent and harmless toilet necessary, composed of Talcum and Boracic Acid ground to an impalpable powder, with a dash of Swiss violet, makes it contain the elements for a healthful and sanitary toilet powder for the immediate relief of prickly heat, nettle rash, fevered, sun burned or chafed skin.

If you walk or stand, shake a little in your shoes: for sore, blistered or sweaty feet it has no equal.

In the window for 20c. a box.

THE PIERSON DRUG STORES

One of the Prize Advertisements.

If the writer of an ad. will make a pencil sketch of it after he has pre-

pared the copy, any lack of harmony or balance in the arrangement is apt to be noticed, and he can alter it until it appears pleasing to the eye.

A Suggestion for June.

Editor Advertising Ideas:

Take a white cloth about two yards square and print on one end "I am the source of Parker's Milk Shake" and on the other end "Get a cold drink at Parker's drug store."

Place the cloth on the back of a cow, fasten it there and you have an advertisement that can be read from either side of the street. Then drive the cow through the streets for several days. I have tried the above, employing my fine Jersey cow, for several seasons with good results. W. W. Parker.
Henderson, N. C.

An Absent Minded Poet.

Somebody sends me the following ad. No clue to the sender was given, nor does the ad. disclose the habitation of the poet. It is evidently the work of some druggist who was so engrossed with the muse that he forgot to add his name to his ad. The verse is bad

SEEING IS BUYING

For every one seeing our special tooth brush at 10c. buy one or more. They are genuine value for 10c., well worth double what we ask for them, made by the best brush makers in Paris and the price is 10c., one or a dozen.

See our
West Window.

The PIERSON Pharmacy.

One of the Prize Advertisements.

enough without the added indignity. I call attention in another column to those who do these various advertising "stunts." They are always more concerned in advancing personal renown than in selling goods. Here is a man who even forgot all about his business, unless the capitalized word is a clue to his identity.

With Apologies to Kipling, and Every-
one Else.

When about to buy your paper, this is the only place
To get the best designs at such a price,
And after seeing them you will say it to our face,
Everything so lovely and so nice.
Your home will be a comfort and your rooms
a great delight,
Your neighbors they will envy and admire.
With pleasure you can tell them they only
can be right,
When WILL is the seller and they the buyer.

A Candy Blockade.

Mr. Holland, the Manchester, N. H., druggist sends the following editorial notice recently given him by his local paper. This notice, together with a first-class display ad. on the candy subject, which appeared in the same paper, should help to make this big candy trade still bigger.

Big Supply of Candy.

Nutfield Lane, from Hanover street to Derbyfield lane, was blocked up yesterday afternoon by a big truck that backed against the workrooms of the Holland pharmacy. The truck was laden down with a half ton of

Schraft's candy, being the weekly consignment of fresh material for the Saturday and Sunday trade. Mr. Holland sells a half ton of this particular candy every week. He is making a special feature at present of the "Green Mountain maple sugar fudge."

Slip Advertising.

Editor Advertising Ideas:

I inclose some samples of our slip advertising. These are placed in all packages that leave the store. You recognize the fact that in small towns our facilities are limited.

W. H. Watson.
With Dr. G. M. Hollins.

Adairville, Ky.

These slips are well written and are well enough printed for their purpose. They get but momentary attention at best, but can do much good even then.

If the subjects are varied and seasonable and the plan is persistently followed, it can be made to do much good. The matter in these slips is brief, but most of the subjects can be treated briefly. An example.

Don't

Look Seedy

When a ten-cent bottle of Spot-Knocker will make that old suit look like new. It removes grease, tar, paint, etc., from any fabric. Sold by Dr. G. M. Hollins.

More Slips.

Here are some straight-from-the-shoulder slips inclosed in packages leaving Boerner's pharmacy, Iowa City, Iowa. This is the sort of talk that sells goods. Price should have been added on both these slips.

Extract of Vanilla.

Is often only Extract of Tonka colored. Boerner's is prepared from selected Mexican Vanilla, with Sugar, Cologne Spirit and Water. Nothing else. Not a grain of tonka has ever been used in making the hundreds of gallons sold.

The flavor is true, the quality uniform, the price right for the quality. You cannot afford to use any other.

Ask your grocer for it, or come to Boerner's Pharmacy,
113 Washington Street, Iowa City.

Boerner's

Compound Sarsaparilla

Is good as any in the market.

It will do all that any Sarsaparilla will do; costs less and is guaranteed to give satisfaction. Try it. If you are not satisfied with the purchase return the empty bottle and get your money. Isn't that fair?

Prepared at
Boerner's Pharmacy,
113 Washington Street, Iowa City.

A Pointer in Advertising.

A correspondent of Printers' Ink gives this advice to merchants: Write a letter to some distant friend, telling him about your store, your goods, prices, etc. After writing the letter, change your mind and have it printed as a newspaper advertisement instead. You will be surprised at the result.

"Oh, doctor," exclaimed the bottle-nosed patient. "I am losing all my teeth!" "What does that matter," retorted the doctor; "you don't drink with your teeth!"

THE PAN-AMERICAN EXPOSITION.

Some Notes of the Proposed Drug Exhibit—The Manufacture of Bay Rum—Display of Drugs to be a Prominent Feature of the Exposition.

From an educational standpoint the drug exhibit at the Pan-American Exposition will be exceedingly valuable. Generally speaking the public knows less about the source and value of our drug supply than almost any other product of our mills or factories. This is probably due to secret processes employed in their manufacture, though the same rule applies to many of the common productions that are made by the most simple process.

Exhibits will be shown in a manner calculated to interest and instruct the visitor, whether financially interested or not. Posted or otherwise, those who attend cannot fail to learn something that is new to them.

As a sample of what may be expected in a thousand exhibits, bay rum, the subject of this article, will be shown in a thorough, practical manner which will demonstrate the process of manufacture, of both genuine bay rum and the spurious substitute that is compounded in the drug store.

Genuine bay rum is made from the leaf of the bay tree, distilled with pure Santa Cruz rum. The bay tree is a large, very handsome evergreen forest tree, having thick lustrous foliage. In general appearance it somewhat resembles the linden. It is a native of the West Indies, attaining its greatest perfection in the island of St. Thomas. The leaves may be gathered at any time during the year, but the best results are obtained in the month of July. Healthy leaves grow to the length of three inches by about one inch in width, thick like the laurel, with a luster that resembles the rubber plant. The leaves must be taken at once to the distillery, as delay in working them up leads to destructive fermentation. They are at once assorted and the good leaves put into an ordinary still with water. Heat extracts the oil which passes over with the steam at a temperature of 100 C. This mixture of steam and oil is condensed in the usual manner, in a worm which is submerged in cold water and the condensed liquid run into glass jars having a faucet at the bottom. As the oil separates and rises to the top, the water is drawn off from the bottom when separation is complete. The bay oil thus obtained is mixed with pure Santa Cruz rum and distilled the second time. Being the second distillation for both oil and rum, the product is very pure, and if kept tightly corked in glass, will not change with age.

When first made it is almost colorless and should remain so, but for economy it is stored in barrels and becomes colored from the wood. In fact it is so sensitive that it cannot be stored in glass that has been treated with certain chemicals in the process of manufacture.

Drug exhibits at former expositions have not received a great deal of attention, as it has never been considered a subject that would command a great deal of popular interest. The Pan-American plan of illustrating the main features in a practical manner will

create an interest and leave lasting impressions with the visitor that will be very beneficial.

Alger M. Wheeler, who has charge of this department, is a man of wide experience, who will spare no pains to properly represent every article in the trade. Intending exhibitors should lose no time in consulting him, personally or by letter, either of which will receive prompt and courteous attention.

NORTHERN OHIO.

HOW THE DRUGGISTS HAVE ORGANIZED.

Results of the Organization.

Probably the most perfectly organized and the most efficient combination of retailers in this country is the Northern Ohio Druggists' Association. The remarkable success attained by this organization during the few months in which it has been in existence is worthy of remark, and we publish below a very interesting study of the association and its work from the columns of the "Ohio Merchant." The fundamental principle of the Northern Ohio Druggists' Association is the only one upon which all such organizations can be successfully built: "In union is strength." A single individual may ask for consideration and be refused, but five hundred can demand and secure it.

In December, 1899, the old Cleveland Pharmaceutical Association, recognizing that it was essential to the welfare of their profession that its members should act in unison in combating the obstacle that retarded the prosperity of their business, decided, for self-protection, to inaugurate radical means to that end.

Inaugurating the Work.

A committee of seven prominent and influential Cleveland druggists was appointed, with power to act, in perfecting an organization and carrying forward the work as outlined by the National Association of Retail Druggists. E. R. Cooper was fortunately secured as organizer, and on January 1, 1900, an active campaign was commenced.

How efficiently the work has been carried on can best be judged by the following description of the methods adopted by the association.

In order to bring about an adjustment of existing conditions between the drug and other trades, and to prosecute a vigorous crusade against the illegitimate methods of department stores, mail order houses and gift schemes and other devices, and to prevent detrimental conditions from arising in the future, a membership card system was adopted. All of the associates bound themselves not to consider any proposition for the purchase of goods from any salesman who was not possessed of the duly authorized card signed by the proper officers.

The Card System.

The regulations of the association make it necessary for a traveling salesman, as soon as he arrives in Cleveland, to apply for a card which will be good over the entire territory under the jurisdiction of the association, which at present includes the counties of Cuy-

ahoga, Summit, Stark, Trumbull, Mahoning, Lorain and Portage.

Before the salesman can secure his card he must sign an agreement affirming that he has not sold, either directly or otherwise, within three months prior to date, any preparations, drugs, chemicals, proprietary remedies or so-called "patents" to any cutter, nor to any firm, establishment or individual, not in sympathy with the National Association of Retail Druggists.

He must also, acting for and in behalf of the firm he represents, agree that all proprietary remedies or so-called "patents," sold by him, for delivery, either directly or otherwise, in the counties of Cuyahoga, Summit, Stark, Trumbull, Mahoning, Lorain and Portage shall pass through the regular channels of the duly recognized jobbing drug trade, in good standing with the National Association of Retail Druggists, and such only as are approved by the Proprietary Association of America.

The salesman must further agree, for himself and his firm, to conform to the rules and regulations of the National Association of Retail Druggists in the sale and distribution of his goods; and in accepting the salesman's card of the Northern Ohio Druggist Association (a corporation), specially stipulates and agrees with the members of such association that any violation of the agreement, or breach of faith in affirmation, shall operate as a cancellation of any or all orders taken by him in the districts specified.

A copy of the agreement, signed in duplicate by the salesman, is at once forwarded to the firm he represents, and unless notification to the contrary is received within five days it is considered as accepted and binding.

If the firm and its representative are in good standing with the association a card, void after one month, is then issued commending the bearer to the favorable consideration of the members.

In order to prevent fraud and deception the colors of the cards are changed every thirty days.

When a salesman enters a drug store he must show his card before any proposition will be entertained by the buyers. If the card is found to be void the druggist takes it up and immediately notifies headquarters. As soon as it is found that a salesman, without a proper card, is attempting to do business anywhere in the territory, every member of the association is notified by the quickest means possible.

When this is done it becomes impossible for the salesman to secure even the smallest order, because the members of the association will not listen to him for a minute. As every druggist in Cleveland, and practically all others in the trade in other parts of the territory belong to the association, the only thing a salesman can do, when placed under the ban, is to pack his grips and silently steal away to fresh fields and pastures new, where no such perfect organization exists.

If, instead of entering the territory at Cleveland, the traveling salesman should start in at Youngstown, Akron, Canton or Warren, he must first visit the local secretary, sign the agreement and secure his card before he can commence his work. The cards issued by the local secretaries are so arranged that they can be renewed by the secre-

tary of the next county. Such cards are only good for the counties in which they are issued. When a local secretary issues a card he at once notifies the headquarters at Cleveland.

If a salesman or a firm is found violating the agreement in any of the counties the local secretary notifies all the members in his county and the headquarters. In a surprisingly brief period every member of the association is informed regarding the crooked work, and the salesman finds the doors of all drug stores closed to him.

The members of the association are all provided with membership cards, good for one month only. They are obliged to show their cards, stating that they are in good standing, to salesmen when requested to do so.

Each of the counties named above has a local association which is affiliated with the Northern Ohio Druggist Association. The local associations fix the card prices, independently of the Northern Ohio Association, upon all articles excepting proprietary medicines and a few standard lines.

The city of Cleveland is subdivided into 12 districts. Each one of these districts fixes its card prices in the same manner as the county associations. There is a "head man" for each Cleveland district. Whenever it becomes necessary to reach all of the druggists of the city quickly the "head man" is called up by the organizer and he in turn uses his telephone to spread the information among the members in the district over which he presides.

The Northern Ohio Association issues frequent bulletins to its members and uses all other methods necessary to keep the organization lively and up to date.

Vermont Association.

At the annual meeting of the Vermont State Pharmaceutical Association held at Rutland, Vt., the following officers were elected for the ensuing year: President, A. L. Dutcher, St. Albans; vice-presidents: W. F. Root, Brattleborough; A. F. Sherman, Ludlow; F. A. Morse, West Rutland; secretary, C. W. Ward, Rutland; treasurer, G. L. Harwood, Chester.

The membership in the N. A. R. D. was continued, and a committee of three was appointed to confer with the aggressive cutters of the State.

Warning Regarding Aristol.

The Farbenfabriken of Elberfeld Co., with offices at No. 40 Stone street, New York, has, through its counsel, Anthony Gref, filed a bill of complaint in equity in the United States Circuit Court against Orienta Chemical Co., of Mamaroneck, Westchester County, and the officers of the same—George C. Frolich, president; Charles Brookes, secretary, and August G. Beyer, treasurer. The defendants are charged with the violation of a patent on an "Improvement in pharmaceutical products," known as aristol. The complainants state that they propose to vigorously prosecute all infringers of their rights regarding aristol, and they also assert that many frauds are practiced on the drug trade by persons professing to furnish aristol.

N. A. R. D. IN BOSTON.

Boston, December 1.—At the first fall meeting of the Boston Druggists' Association, held recently, Charles E. Carter, of Lowell, and C. P. Flynn, of this city, were elected to membership. Henry Spavin and William D. Wheeler, Ph.G., applied for membership, and George H. Ingraham was elected delegate to the Boston Associated Board of Trade for a term of three years.

Frank H. Burt, editor of "Among the Clouds," Mt. Washington, then gave a talk on the White Mountains, and exhibited photographs of mountain scenery.

Charles F. Cutler, of the Eastern Drug Co., next submitted a report on the recent meeting of the N. W. D. A. at Chicago. He briefly reviewed the work of the convention, the reports of committees and the social features.

The members were greatly interested in what it cost the wholesale trade to do business (11½ per cent.), and the extent of sales by jobbers of proprietary medicines (54 per cent.). Concerning the Proprietary Committee, he stated that nothing had been heard from them since the convention, and that the jobbing trade hoped that if anything was to be done, it would soon be commenced. He admitted that the jobbing list was imperfect, and that certain proprietors would not go on the list unless certain jobbers went on also.

Report of the N. A. R. D.

President Fred. A. Hubbard, of the M. S. P. A., who was a delegate to the N. A. R. D. meeting at Detroit, followed with an account of that convention. His address was as follows:

Your president has asked me to give my impressions of the N. A. R. D. plans rather than a report of the meetings, which has been so fully given in all the drug journals.

Regarding the good to be derived from this movement (which is yet to be seen), the greatest difficulty is to get the retailer sufficiently interested, and nothing can be brought about until every retailer, or 75 per cent., as is required by the N. A. R. D. plan, will unite and work with a will for one common end. Why does he not come out and work if it is for his interest? Why is it in our own State association, with a membership of 625, we cannot get out 25 per cent. at an important meeting?

The retail druggists of to-day do not take any interest in what is going on about them, except to find fault with existing circumstances, and do not use the means even after they are put into their hands to better their condition.

I do not say this N. A. R. D. plan will ever be a success, but it may; surely it is the only plan that can give us some help. Will we use it? I would like to state some of the reasons why this plan must suffer.

HOW CUTTERS GET SUPPLIES.

A short time ago I attended a convention in the West of men in our own line of business from nearly all over the United States, and some of these men are termed "aggressive cutters." I inquired if they experienced any difficulty in obtaining goods, proprietary medicines, etc. One said yes; he was doing business in the East, but was obliged to buy some goods in New Orleans and have them shipped North in dry goods cases and under another name. It was inconvenient. Some other goods he could buy through a local retailer. One told me a large manufacturer of a popular remedy offered to send him 20 gross of his preparation at once, to be paid for at the rate of one gross per month, as that had been a standing order for some time from this cutter to the manufacturer. He made this offer for he had signed the N. A. R. D. agreement and he thought it would live about one year, and in that time he was going to take care of his friends.

If this is a sample of the manufacturers' honesty the plan cannot succeed. I do not think this has been the rule among the manufacturers, but an exception. I am forced to believe the manufacturers and the jobbers are

suffering more to-day from cutters than any one else; the retailer buys as little of patent medicines as possibly will fill his wants, and then tries the cutters' plan and gives you "something just as good." Is he not forced to do it? Can we sell \$8 articles for 67 cents and make a profit?

I will tell you how the cutter does it. Many of the cutters are on the jobbing lists and can buy their goods of the manufacturers and save that jobbing profit for their retail profit. Our wholesale friends should see that these people are put off this list and none but recognized jobbers should be eligible.

We are told many retailers are supplying these people with goods. If this be true any jobber, if he is interested to help this movement along, can point out this man who so far forgets what he owes the profession of pharmacy that he can be bought for a few dollars. He ought to be known to all. He is the man who always says "I told you so" if we fail to succeed.

I am free to admit that the cut-rate stores can teach us old fellows how to do business, and if we will only adopt some of their business methods we might have more money at the end of the year and less time to search papers.

WHAT IS NEEDED.

At an experience meeting in Detroit we were told that in some of the largest cities in Ohio every man in the trade was a cutter. (That's what we need here to cure us.) They finally got together and agreed on a scale of prices, and these prices have been maintained by all, and in some cases full prices without regard to the cutter, and in many cases the cutter has asked to come into their combination. If this can be done in a city like Cincinnati it can be done right here in the East. Many places in the West get \$1 for \$1 articles, 50 cents for 50-cent articles, etc., and in large places.

In conclusion I would like to offer this as to my mind the only way to control prices at retail: Fix a wholesale or jobbing price for all, adopt the Colgate plan, let every retailer buy direct that can handle the quantity and get the best price, or buy through the jobber and pay the advance. In that way all would be on equal footing; then let the manufacturer establish the retail price for his goods to be sold at, if it can be done, as I understand that it has been sustained by the courts in the Phenyo-Caffein case against Harris, of Worcester.

Some say the Colgate plan would oblige the manufacturers to open many new accounts and this would hinder the plan. If necessary the manufacturer could demand a certified check in doubtful cases.

On my return from Detroit I called a special meeting of our State Association, and advised them to remain in the N. A. R. D., for if we did not lend our aid to help we should be doing the movement and ourselves an injustice. I am well informed they are about ready to try the plan in Worcester County, and the results will be watched with much interest.

Mr. Cobb's Views.

George W. Cobb spoke next. He said that retailers had been throwing stones at each other long enough, and it was time to stop. Personally, he favored selling goods only through jobbers, with the same discount to all regardless of quantity.

Mr. Hubbard desired to know what was to be done about cutters on the jobbing list, and how they could be prevented from buying from proprietors. Some of the men on the jobbing list are the very ones we desire to cut off. He gave it as his opinion that there was a certain fraternity among cutters, and for that reason thought that the N. A. R. D. plan would have hard sledding.

Henry Canning stated that he had summered and wintered plans until he was tired, but would, nevertheless, like to see the present plan tried. Here in the East all plans had failed, because there was nothing in them to make men honest. The pith of all the plans had been the same. He felt there was a certain brotherhood among cutters in that they assisted each other. The old Campion plan was killed by retailers, as goods were shipped way across the continent. "If men will be honest this speaker thought that Worcester would

be a good place to inaugurate the movement.

Joel S. Orne stated that he only sold goods at full prices, and he thought prices could be maintained by each manufacturer if the latter cared to take advantage of the Garst decision.

George F. Kellogg, of the Eastern Drug Co., told of Dr. Garst's repeated appearances at the State House and his failure each time to obtain a bill to assist in maintaining full prices. He thought that proprietors wanted to have goods sold through retailers rather than by cutters and department stores.

The Garst decision was then very generally discussed, the consensus of opinion being that proprietors could maintain prices in this State if they would only take advantage of the ruling in this case.

American Soda Fountain Co. Prospering.

The annual meeting of the stockholders of the American Soda Fountain Co. was held at the New Jersey office of the company, 243-245 Washington street, Jersey City, on November 27, when the following board of directors was elected:

James W. Tufts, Boston; Alfred H. Lippincott, Philadelphia; John H. Matthews, New York; William T. Jenney, Boston; Charles N. King, Jersey City; Isaac F. North, New York, and Leonard Tufts, Boston. The directors re-elected the old officers for another year. They are: President, James W. Tufts; first vice-president, Alfred H. Lippincott; second vice-president, John H. Matthews; secretary, Isaac F. North; treasurer, James N. North; assistant treasurer, William T. Jenney.

The treasurer's report shows the company's assets to be \$4,189,624.53, and the liabilities, \$355,947.60, leaving an excess of assets over liabilities of \$3,833,676.93. The report also shows that on August 31, 1899, the company had a deficit of \$95,329.64, and that on August 31, 1900, it had a surplus of \$83,676.93, leaving a net profit for the current year of \$179,006.57.

Succeeded in the Klondike.

Recently returned voyagers from Alaska report that among former citizens of Portland, Ore., who are doing well in the cold regions is Robert Ball in the drug business at Juneau. Mr. Ball served in the capacity of clerk in a Juneau drug store for several years, but finally got tired of working for others and struck out for the gold fields of the Atlin country. He returned with enough money to set himself up in business, and is now proprietor of one of the best-paying drug stores in Juneau.

Galveston Druggists' Association.

The Galveston Retail Druggists' Association was recently organized in Galveston, Texas, with the following officers: President, D. Scott Keene; vice-presidents, H. W. Brouse, W. H. Mueller; secretary and treasurer, W. A. Schuchard; trustees, I. F. Orton, H. Koester, and Wm. La Rue. Meetings will be held regularly on the first Wednesday of every month.

STRAY NEWS NOTES.

The Koch Lung Cure Co., of Wilmington, Del., has been incorporated, with a capital of \$100,000. The incorporators are F. W. Feidner, of Baltimore, Md.; H. J. Brainerd, of New York; J. Marvel, of Wilmington, Del.

Dr. Thomas A. Duke, a druggist, of Douglasville, Ga., died recently, after an illness of only two days, of paralysis. He was buried with Masonic honors.

A new chemical company has been incorporated at Wilmington, Del., under the title of the La Grande Remedy Co. The capital is \$125,000 and the incorporators are J. E. Keen, H. E. Casey, J. Baxter, B. D. Bearick, of Philadelphia, and G. W. Kimball, of Wilmington.

Among the candidates who passed the examination of the Pharmaceutical Association of the Province of Quebec, Canada, recently was Miss Adrienne Provost, of Sorel. Miss Provost took the association gold medal, she being the first lady who has taken the full course of lectures at the Montreal College of Pharmacy and gaining the college diploma, and also the first lady who has graduated and gained a diploma.

The drug store of Edward S. Everett, of Nashua, N. H., was destroyed by fire on October 26, the loss amounting to \$10,000.

The J. R. Hurlbut Drug Co., of Des Moines, Iowa, has been incorporated, with a capital of \$10,000. The directors are J. R. Hurlbut and F. H. McArthur, of Des Moines.

Dr. J. T. Houchen, a druggist and manufacturer of patent medicines, of Baltimore, Md., has had his wife arrested on the charge of publishing a libelous paper reflecting on him. The doctor makes up a preparation, the original recipe of which his wife claims to possess, and she has been compounding and selling the mixture. Dr. Houchen is alleged to have circulated a report to the effect that his wife was not selling the genuine stuff. This was met by a circular issued by the lady in which the doctor's conduct was assailed violently, and these circulars were distributed broadcast.

At the meeting of the State Board of Pharmacy at Madison, Wis., the secretary reported that only one case had been tried in court since the previous meeting. The case was that of a druggist of Oconto, who had been fined \$50 and costs for not having a registered pharmacist in the store.

The problem of meeting the competition of the department stores was the subject of discussion for the greater part of three hours at the recent annual meeting of the St. Paul Retail Druggists' Association, of St. Paul, Minn. H. W. Reitzke, delegate to the national convention of retail druggists which recently adjourned in Detroit, explained the system in vogue in Eastern cities. He recommended the establishment of arbitrary differentials in prices. No action was taken by the association, although another meeting was called for Nov. 14, when the plans were discussed further.

John B. Jones, who was for five years a prescription clerk with the Apothecaries Hall Co., of Waterbury, Conn., has purchased a part interest in the drug store of H. D. Cannon & Co. in the same city. The new firm will be known as Cannon & Jones and will be under the management of Mr. Jones.

John James Evans, president of the drug firm of Evans, Sons & Co. of Liverpool, London and Montreal, gave a dinner recently at the Windsor Hotel, Montreal, to the heads of departments and the traveling representatives of the Canadian house.

Obituary.

E. D. BUFFINGTON.

E. D. Buffington, of the Buffington Pharmacy Co., Worcester, died last month. Deceased was born in Swansea in 1836; he learned the drug business in Fall River, and 35 years ago purchased a store in Worcester. He catered to homeopathic physicians largely and built up a big business under the above name. He was identified with many of the prominent organizations of Worcester and served three terms as a member of the Massachusetts Fish and Game Commission. He was an enthusiastic huntsman. A widow survives him.

William A. Ferguson, Ph.G., of Foxboro, died suddenly at his store on November 20. He was attending to the wants of a customer, when he fell to the floor and expired immediately. His death was attributed to heart disease. Mr. Ferguson was 34 years old and was graduated from the M. C. P. in the class of 1890.

Greater New York.

News of the trade in and About the Five Boroughs—Notes of Personal Interest—Changes and New Stores—Trade Gossip.

John F. Queeny, of the Meyer Brothers Drug Co., St. Louis, was a visitor in the New York drug market last week.

C. C. Hinchman, of the firm of Williams, Davis, Brooks & Hinchman Sons, Detroit, made calls during the week on numerous friends in the jobbing drug trade.

Cornelius V. Losee, Ph.G., N. Y. C. P., '98, and Ph.D., N. Y. C. P., '99, formerly with C. H. Chumar, 261 Eighth Avenue, has purchased the business of Jacob Diner, corner of 126th Street and St. Nicholas Avenue.

We had a call the other day from S. C. Bradt, of the wholesale and retail drug firm of S. C. Bradt & Son, Albany. The junior member of this firm is Warren L. Bradt, member-elect from the middle section of the new State Board of Pharmacy.

E. C. Reiss, who was formerly in business for himself at Kosciuszko Street and Broadway, Brooklyn, is now clerking with R. Burkhardt, who is proprietor of the pharmacy at the corner of Broadway and Greene Avenue, Brooklyn.

The many friends of Arthur F. Douden, proprietor of the pharmacy at 1401 Sixtieth Street, Brooklyn, who graduated in the class of '93, Brooklyn College of Pharmacy, will sympathize with him in the loss of his only son, who died on the 3d inst., of bronchial pneumonia.

The Committee on Inspection, Complaints and Prosecutions of the new State Board of Pharmacy will have the appointment of inspectors of pharmacy for the different sections into which the State is divided, at fixed salaries. Candidates for these positions are already looming up.

George A. Hassell, hospital steward of the 71st Regiment, was married Wednesday evening, November 28, to Edythe Magill, of 313 East 119th Street, by the Rev. Dr. Elmendorf in the presence of their families only. Miss Marian Gross and Archie Hassell were bridesmaid and best man. The happy couple ate their Thanksgiving dinner in Boston.

Although Julius Tannenbaum is now a graduate in medicine and is practicing his profession at No. 32 West 112th Street, Manhattan, he has not parted with any of his old-time interest in affairs pharmaceutical, for he was prominent in attendance at the November meeting of the Greater New York Pharmaceutical Society, at which the new pharmacy law was discussed.

Mrs. Mary Elizabeth Lease, the noted Kansas publicist, who narrowly missed being elected a Senator, is suing for a divorce from her husband, Charles Lease, a druggist of Wichita, Kan., who confesses that he is tired of being called "Mrs. Lease's husband." Mrs. Lease is now a resident of Manhattan and lives with her four children in the upper West Side.

A prominent druggist of this city sold a professional man a bottle of cough syrup for himself and some hair tonic for a feminine member of his family. Some days after his sister, speaking of the hair restorer, said it was good but very sticky. He investigated and found the hair tonic intact, but the cough syrup used up. The druggist informed him that it was all right, one was as good as the other.

The annual dinner of the Alumni Association of the Brooklyn College of Pharmacy is announced to take place Wednesday evening, December 12, 1900, at 9 o'clock, at the Argyll Hotel, 163 Pierrepont Street, Brooklyn. The Committee of Arrangements consists of Frederick P. Tuthill, William Bussenschutt, William L. Morris, John F. Crawford, Stephen L. Wood. The price of tickets has been fixed at \$2.00.

August C. Diestelhorst, one of the oldest druggists in the Williamsburgh district of Brooklyn, died last month at the age of 74. For some years he occupied the store at the corner of South Fourth Street and Driggs

Avenue, and was succeeded there by Louis Conrad. Later he established himself at North Seventh Street and Bedford Avenue, but retired from active business about seven years ago, since when he has spent some time in Europe. The funeral services were held from his late residence, No. 38 Palmetto Street, Brooklyn.

Charles Boer, the proprietor of the pharmacy in West Farms Road, Van Nest, is a small man as to build and physique, but what he lacks in size he makes up for in pluck. Two hoboes entered his store a few days ago, and while his back was turned attempted to make off with sundry bottles of cod liver oil and cough mixture. Mr. Boer detected the theft and getting hold of his revolver pursued and caught them. He held them at his revolver's point until the patrol wagon, which had been telephoned for, came on the scene. The hoboes were taken before a magistrate next day and sentenced to four months on the island.

Oscar B. Epstein, who conducts a pharmacy at 163d Street and Forest Avenue, Borough of the Bronx, was arrested on the 6th inst. and is now under \$2,500 bail on a charge of manslaughter. He is held responsible for the death of the 22 months old baby of Howard Milliken, of 912 Trinity Avenue. It is alleged that the grandfather of the infant went to Epstein's drug store and asked for a bottle of a well-known cough remedy and that Epstein gave him a remedy of his own composition which contained opium. Dr. John F. Riegelman, physician to the Coroner of the Bronx, swore to the warrant for Epstein's arrest, as he believed that death resulted from opium poisoning. Mr. Epstein in his own behalf says that the medicine was not administered in the amount prescribed by him.

Visitors to the City.

Among recent visitors to the New York drug market were noticed: A. C. Bayles, Port Washington, N. Y.; H. N. Clark, Cornwall-on-the-Hudson, N. Y.; A. C. Myers, Welcome, Tenn.; L. W. Randolph, Plainfield, N. J.; T. S. Armstrong, Plainfield, N. J.; R. J. Gooding, Old Fort, N. C.; W. E. Dennis, Far Rockaway, L. I.; S. B. Leonardi, Tampa, Fla.; J. H. Brown, of Rousseau & Brown, Woonsocket, L. I.; John H. Chapman, Newburgh, N. Y.

Now the Alumni Ball!

Special efforts are being put forth by the ball committee of the Alumni Association of the New York College of Pharmacy to make next year's event the finest affair ever given under the auspices of the Association. The Lenox Lyceum, Madison Avenue, has again been selected as the place of festivities, and the date has been fixed for Wednesday, January 30, 1901. This will be the thirtieth anniversary of the Association and it will not be the fault of the Committee of Arrangements if it is not properly celebrated. Fred. Borggreve, of 1492 Broadway, the efficient chairman of the committee, has already completed a number of arrangements looking to the success of the anniversary celebration. For an hour before the grand march concert music will be rendered by a promenade band, and there will be other features calculated to attract a large attendance.

GREATER NEW YORK DRUGGISTS.

Members of the Greater New York Pharmaceutical Society discuss the N. A. R. D. and the New Pharmacy Law—Moving for the Repeal of the Stamp Tax.

Two very interesting and vital topics to the employing druggists and drug clerks of Greater New York were subjects of discussion at the regular monthly meeting of the Greater New York Pharmaceutical Society, held at the Imperial Lyceum, No. 162 East 55th Street, on Friday evening, November 30. The society now boasts of a membership of some 220, divided into 150 proprietors of drug stores and 70 clerks and physicians. The question of the desirability of affiliating with the National Association of Retail Druggists came up for consideration early in the evening, but action on this was deferred to the next meeting, with a view of hearing in the meantime from some of the officers of the national organization with regard to the practical operation of the N. A. R. D. plan. It is hoped that Chairman Holliday or some other officer of the organization conversant with its plan and purpose will attend the next meeting and deliver an address. The provisions of the Pharmacy law which comes into operation in this State next January were described by the chairman of the Committee on Legislation, who called attention to several objectionable features, dwelling especially on the clause providing for the election of members of the board. This feature of the law was roundly denounced as being in the nature of class legislation and a discrimination against the Greater New York Pharmaceutical Society and the licensed pharmacists of New York generally. While every licensed pharmacist in the middle and western sections of the State enjoyed the right to a voice in the selection of members of the board, in the eastern section only those pharmacists who were members of three particular societies in New York City were privileged to vote. It was stated that the Greater New York Pharmaceutical Society proposed to have the law amended in this particular and advice of counsel has already been obtained in the matter. The secretary was instructed to print a summary of the remarks made at the meeting bearing on the new law and place a copy in the hands of every registered pharmacist in Greater New York. Seventeen new members were admitted at this meeting, eleven of whom are proprietors of drug stores; three clerks and three M. D.'s were elected associates.

Although the meeting was called for 9.30 o'clock p.m., it was a little after ten before President A. L. Goldwater rapped for order, and opened the meeting by calling on Secretary L. E. Block to read the minutes of the previous meeting. After this formality President Goldwater announced to the meeting that he had received the appointment of chairman of the Committee on New Remedies of the New York State Pharmaceutical Association, with power to select his associates, and he stated that it was his intention to appoint one member of the committee from the society. The report of the committee on membership was then presented by F. Krumbholz, Ph.G.,

chairman. Seventeen names were proposed for the active and associate list, as follows:

Anthony Woll, 515 Ninth Avenue, New York; Julius Tausig, 1788 Lexington Avenue, New York; Fred. H. Slemann, 542 Tenth Avenue, New York; S. Reinhardt, 1344 Fifth Avenue, New York; Eugene H. Franken, 112 Manhattan Street; David Duckman, 165 Rivington Street; Samuel Cohn, 1784 Madison Avenue; A. Friedlander, 1815 Madison Avenue; James Glabus, 171 Harrison Avenue, Brooklyn; Oscar Friedlander, 155 Harrison Avenue, Brooklyn; Richard E. Walsh, 630 Classon Avenue, Brooklyn; Michael J. Madden, 515 West 181st Street; Alexander Silverman, 278 West 119th Street; Simon F. Schwartz, 2064 Eighth Avenue, and three physicians as associate members.

¹ Clerk.

The chairman of the Committee on Distribution of the Epitome of the National Formulary reported having received requests for copies from sixty-eight members of the society. The report took the usual course.

Albert Firman, chairman of the Committee on Legislation, was asked to report on the measures he had taken in behalf of the society to secure the repeal of the stamp tax on patent medicines. He stated that he had interviewed a number of druggists and had found that the entire drug trade was as a unit as to the desirability of the repeal of the tax. He read from a copy of the AMERICAN DRUGGIST the text of the resolutions adopted by the wholesale and retail druggists of Louisville and asked for the adoption of similar resolutions by the Greater New York Pharmaceutical Society. (The resolutions will be found on page 322 of the AMERICAN DRUGGIST for November 26). On motion of J. Well it was resolved to circulate petitions for the repeal of the tax among the druggists of the city, and to forward the same when signed to the chairman of the Ways and Means Committee of the House of Representatives and to the Congressmen and Senators from this State.

J. H. Cann, chairman of the Committee on Membership Certificates reported having thirty certificates on hand for distribution. The certificate is a handsome piece of engraving and embossing on heavy parchment, measuring about 16 x 24.

The election of the applicants for membership proposed by the committee was then taken up, and on motion duly seconded, the candidates were elected by an affirmative ballot cast by the secretary.

President Goldwater reported as the delegate of the society to the conference meeting of the other retail associations in this vicinity for the putting into effect of the N. A. R. D. plan. He said that it was the sense of the conference that no hasty action should be taken, but that the matter be laid over for a time and the committees continue to co-operate with each other. The question was brought up as to whether the association should indorse the N. A. R. D. and apply for membership, and this caused considerable discussion. D. Kantor was not favorable to the projected move and said some harsh things about the N. A. R. D., which he intimated was being used as a catspaw by the manufacturers and wholesalers. Jacob Well reported the substance of a conversation he had had with Chairman Holliday, of the N. A. R. D., and said the association was meeting with success and had already accomplished a good deal toward the amelioration of conditions in the retail drug trade. Remarks

and one of the visitors, and at the close it was decided to defer action until some of the officers of the national organization could be heard from.

The Committee on Legislation then reported through Mr. Firman regarding the provisions of the new pharmacy law and criticised especially that provision of it which relates to the election of members of the board. The disposition of the funds of the board also came in for criticism. He stated that the law had been submitted to competent counsel who had informed his committee that it would be declared unconstitutional in the courts. One reason given by the lawyer consulted for expressing such an opinion was that in the new law the legislature had delegated a portion of its functions to another body.

On motion the secretary was instructed to call the attention of all members of the society in a circular to the objectionable features of the law and to inform them that the society has a legal defense committee and legal counsel ready to defend any suits that may be brought against individual members. Mr. Firman suggested that the society be ready when the legislature convenes to introduce an amendment providing for a uniform method of electing members of the board. He wished it understood that the law in itself was not repugnant or objectionable to his committee—only certain features of it. On motion of I. Z. Garfield the Legal Defense Committee was increased from three to five members. On motion of Dr. William J. Robinson it was decided to prepare a summary of the criticisms of the law and distribute twenty-five hundred printed copies to the druggists in Greater New York. The meeting was then adjourned.

In naming in a recent issue the various local societies which participated in the conference held recently at the New York College of Pharmacy to put into operation the N. A. R. D. resolutions, the Greater New York Pharmaceutical Society was inadvertently omitted from the list, the Drug Clerks' Association being substituted for it through some mysterious confusion among the types. Dr. A. L. Goldwater, president of the Greater New York Pharmaceutical Society, and Mr. Garfield, represented the association at the conference, and Dr. Goldwater took a very prominent part in the proceedings and discussions.

CONNECTICUT NEWS.

E. P. Weed, of Norwalk, Conn., is quite a fisherman, but his friends say they never see a fish, notwithstanding his frequent fishing excursions.

A. E. Gessner & Co., New Haven, Conn., is no more a firm name, W. H. Van Buren having retired. A. E. Gessner continues the management of his old store, while Mr. Van Buren goes into business at 1 College Street, New Haven, Conn.

Ernest Hesse and wife, of New Haven, Conn., are taking an extended vacation, visiting Baltimore, Richmond and Washington. They are having an enjoyable trip, participating in the annual outing of the New Haven Commandery, Knights Templar, No. 2. This is the 75th annual outing of this body, and includes members and their wives.

J. J. Hogan, of New Haven, Conn., is effecting a transformation in the appearance of his store at the corner of Meadow and Water Streets. He is having a plate glass front of over 40 feet put in, also a 15-foot soda fountain, and when alterations are completed will have one of the most conspicuous stores in Connecticut.

WESTERN NEW YORK.

Encouraging Trade Outlook.

FIXING A SCHEDULE OF PRICES.

Preliminary Moves of the New Board. 1

Buffalo, December 5.—There is a generally good report of the run of trade in Buffalo drug stores, though some stores do not seem to have made any material advances. It is refreshing to hear this or that pharmacist saying that he never sold more goods than he did last month, even though every one is not doing quite as well. With Pan-American in sight there is much more than the usual amount of encouragement to the retailer, and as for the wholesaler, there is nothing to be desired. He is selling in great quantities and apparently at satisfactory prices.

For a Schedule of Prices.

There is not much special progress made in the movement to fix a minimum price for proprietary goods, though the committee and the special organizer are as active as ever and report satisfactory progress. It is slow business at the best and will take a long time to get the machinery all in running order. The association has just issued a circular in which all druggists are urged to join the movement. All who do not sign the agreement are declared to be against it, as there can be no middle ground in such a matter. The committee meets every week and the entire association as the occasion demands. The price-list has not been issued yet, but the circular states that it is the expectation that all 25 and 50 cent goods will be sold at full price and dollar goods at 85 cents. The wholesale interest, while taking no active part in the movement, will throw no obstacle in the way, and as a general thing is in full sympathy with it, realizing that something must be done to save the city retail trade from practical bankruptcy.

Last Days of the Erie Board.

The Erie County Board of Pharmacy, as a preliminary step toward winding up its business, examined 19 candidates for license at the first December meeting, but left all consideration of the papers till the second. As no applications were made for licenses on credentials, none were granted. The great number of applications is evidence of the general fear that the new State Board is going to be very severe, though the Buffalo members of it have never given out any such impression.

It appears to be arranged that R. K. Smither, who has always been the chairman of the Erie County Board, will be the head of the new State Board. This is the slate so far, and it promises to go through readily enough. For this reason the secretaryship will go to the eastern part of the State.

Taking the Census.

A decidedly neat move made by Secretary Reimann, of the Erie County Board, was the sending out of a circular to country druggists, asking them to send in on an accompanying postal card the names of all the other druggists practicing within ten miles of them. The replies have been especially prompt, as these druggists naturally

want to stand well with the new board. In this way the names of not a few druggists are obtained of whose existence the authorities did not know. These latter will soon be sent by the new board a notice asking if they are in good standing, with proper license. If there is no reply, or the reply is not satisfactory, the inspector will before long drop in on them and an accounting will take place.

Arranging for Next Year's Meeting.

There was a late meeting of the Entertainment Committee of the State Pharmaceutical Association, at which considerable progress was made. It was arranged that George Reimann should be the general chairman, but that there should be a separate chairman for each of the four days of the convention following the first, which is left open, as the members will take it up mostly in getting in and locating for the week. The other chairmen are A. J. Werner, Neil McEachren and J. L. Perkins. The division of days has not yet been made. Each chairman will be expected to select his own staff of assistants. With the Pan-American Exposition in full blast the meeting ought to be a great one. Although not definitely settled, it is expected that the association will meet on the 4th of June.

Arrested on a Trumped-Up Charge.

Dr. W. G. Gregory, perhaps the best known druggist in this city and a man of the highest character, has been arrested on a complaint made by Augustus Florian, of this city, the charge being that the doctor sold him at his drug store a bottle of what purported to be Victor spring mineral water, but which was a mere preparation of his own and not a natural spring water at all. The grand jury has been asked to indict Dr. Gregory on this claim, which amounts to 30 cents. There is nothing to the matter but a new move on the part of certain men, members of the old Victor Mineral Spring Water Company, to get possession of the spring, which Dr. Gregory, also a member of the company, claims to own by virtue of a judgment of \$170 against the company and also by the stock that he holds. He has had nominal possession of it for some time. So it is claimed by the defense that the whole proceeding is a conspiracy to dispossess him. An offer has been made to drop the charge on suspended sentence if the doctor will confess judgment, but this he, of course, declines to do. In case of an indictment the charge will be fought to the end.

Thomas Stoddart Mentioned for Mayor of Buffalo.

This is the time of year for the appearance of new candidates for Mayor of Buffalo, especially as the parties are pretty evenly balanced. Among those in the list are Thomas Stoddart, well known as the junior member of Stoddart Bros., druggists. Mr. Stoddart is so fully identified with the interests of druggists the State over, as well as being the Erie County representative in the N. A. R. D., that he has a national reputation. It will be several months before it is known whose boom for the Mayoralty nomination will "fill." Meanwhile druggists R. K. Smither, chairman of the Erie County Board of Pharmacy, and Neil McEachren, member of the City Board of Aldermen, are also mentioned. Dr. Conrad Diehl, the present Mayor, is interested in a drug store.

A Greater Troy Pharmaceutical Association Organized.

The retail druggists of Troy and vicinity have organized a local pharmaceutical association with the following officers; President, Henry Schneider; first vice-president, Charles E. Shacklady; second vice-president, Robert Glass; secretary, F. W. Schneider; treasurer, Charles H. Mansheffer. A constitution and by-laws were adopted. It was decided to hold the regular meeting on the first Wednesday of each month at the rooms of the Chamber of Commerce. At the next meeting the question of closing during certain hours on Sunday will be discussed.

The Pan-American Exposition.

The demand for exhibition space in every department of the Pan-American Exposition is far beyond its capacity, liberal as was the estimate and allowance for that purpose. This fact indicates that the practical business men of every section regard the Exposition as an assured success in the promotion of trade, commerce and industry and in the spreading of a knowledge of the Western world and its resources.

MINOR NOTES.

Dr. W. G. Gregory has sold his Niagara Street pharmacy, Buffalo, to Frank T. Dewey, who was till lately with E. D. Russ at Batavia. This leaves Dr. Gregory to give his entire time to his Genesee pharmacy.

Waldo M. Kreidler, of Hornellsville, N. Y., recently took a private examination before C. H. Haskin, member of the State Board of Pharmacy, of this city. Mr. Kreidler was successful and is now a licensed pharmacist.

W. B. Hoff has sold his drug store at Massachusetts and Chenango streets, Buffalo, to Breckon & Brennen. The latter member of the firm was formerly manager for Dr. Gregory at his Niagara Street pharmacy, and the former traveled for the Merrill Chemical Company, and it is supposed that he will continue to do so.

Favors the War Tax.

Brent Good, president of the Carter Medicine Co., manufacturers of Carter's Little Liver Pills, favors the continuance of the stamp tax on proprietary medicines. There is nothing in the Federal Constitution which permits criminal action for infringement of trademarks, and many States have not got criminal laws applicable in such cases.

"But," he declares, "if we have a private stamp bearing the imprint of the United States we can prosecute criminally in any United States court in the land for the counterfeiting of that stamp."

"At present, on proprietary medicines, the tax is 2½ per cent.; that is to say 2½ cents on a dollar article; ½ of a cent on a twenty-five cent article, and so on. Make the tax one-half of 1 per cent., or, in other words, half a cent stamp on one dollar and one-eighth of a cent on twenty-five cents. Such a reduction would make the burden light, but at the same time we would have the protection of the United States Government; allow the proprietor to pay the Government for his private stamps and the advantage and protection will be beyond calculation." So runs an interview with Brent Good in the New York "World" for November 25.

The price of Carter's Little Liver Pills to the retail drug trade prior to the imposition of the war tax was \$1.50 per doz. After the war revenue tax act went into effect the price of the pills to the retailer was advanced to \$1.60.

MASSACHUSETTS.

Dr. Garst's Plan to Prevent Price Cutting.

BOSTON JOBBERS PLEASED WITH THE ACTION OF NEW YORK JOBBERS.

G. D. Gilman Refutes an Odious Charge.

Boston, December 6.—The November meeting of the Boston Druggists' Association was held on the 27th inst., at Young's Hotel. Henry Spavin and William S. Wheeler, Ph.G., were elected to membership. The first speaker of the evening was Dr. Julius Garst, of Worcester, and he took for his topic "A Practical Plan for the Prevention of Price Cutting." The speaker first gave his experience with the contract plan, which was opposed by the wholesale trade and finally failed. He then marked the goods and required records to be kept, but this was also unsatisfactory. He then instituted the plan of making agents of retailers, the latter buying goods under these conditions. The goods were cut and suit was instituted, resulting in the defeat of the retailer. The decision proves:

1. That acceptance of goods without signature is a contract.

2. That this contract to have a fixed price is not contrary to public policy.

It now remains to make the decision of advantage to retailers throughout the country. Proprietors should endeavor to provide a living profit for retailers. The speaker then exhibited specimen bill heads which he had prepared, which, if used by wholesalers for such goods as are to be sold under restrictions, will put the plan in operation. Dr. Garst stated that when beginning this movement he had been told that retailers would not appreciate what he was endeavoring to do for them, but that he should have pursued the same course even if opposed by every one.

Frank M. Harris, Ph.G., spoke on "The Protection of the Retailer." He stated that the advantage of the Garst plan was that it did not bother the jobber. The fighting must be done between proprietor and retailer. It only remained for retailers to urge manufacturers to push this plan. Personally he would not use advertising matter or make displays unless proprietors will take steps to give retailers a profit.

C. P. Flynn considered Dr. Garst's example one of unselfishness, as the benefits were all derived by retailers. The doctor was worthy of the gratitude of all thinking retailers. He then said that Boston and its vicinity was being canvassed by two young men for an expression of retailers' opinion of the N. A. R. D. plan and whether or not they desired a schedule. He said the canvassers were well received and he thought that the result would be satisfactory. Mr. Holliday was to return in about two weeks and the matter may be brought to a head then.

Henry Canning said that there was more meat in the Garst plan than anything he had seen up to the present time. Dr. Garst had shown his willingness, and it now remained to put the plan in force. Retailers must say whether or not they want it done. The latter should grasp the plan at once and work along these lines.

Joel S. Orne moved that a vote of thanks be tendered Dr. Garst for his efforts to regulate prices throughout the United States. This was adopted.

Charles F. Outler stated that the recent action of the New York jobbers was satisfactory to the concerns of the Hub. He was glad to find the New Yorkers in line, as jobbing here was not a bed of roses. He said that if proprietors insisted in a certain plan or agreement being adopted, jobbers would be compelled to take it up. In closing he stated that wholesalers were taking a great interest in the repeal of the stamp tax and he urged that retailers either see or write their Congressmen relative to this important matter.

Fred. A. Hubbard then offered the following resolution, which was adopted:

Resolved, That this association indorses the plan for the prevention of price cutting proposed by Julius Garst, M.D., of Worcester. Believing that, if adopted and enforced by a goodly number of the manufacturers of proprietary preparations, it will abolish gross injustice to retail druggists and facilitate the sale of the price-protected goods, we earnestly urge the members of the Proprietary Association of America to accord to this plan due consideration, and request the members of the National Wholesale Druggists' Association and the members of the National Association of Retail Druggists to consider the possible practicability and advantage to be derived from the use of invoice blanks with restrictive notices thereon and a list of the goods to be protected on the backs thereof.

Resolved, That a copy of the foregoing resolution be sent to the secretaries of each of the aforesaid associations.

C. P. Flynn hoped that the N. A. R. D. plan would go on. It was a grand movement and capable of doing much good. It should be a big factor in the commercial world.

William F. Sawyer believed in a strong national association as well as in local organizations for cities and towns. There was much work for organizations to do besides regulating prices. He advocated pushing the Garst plan and sticking to the N. A. R. D.

Henry Canning stated that he recently called upon his Congressman and explained the stamp tax. He urged others to take the same action, as "Schedule B" was not understood.

The next meeting will be held December 19.

An Odious Charge Refuted.

At the last meeting of the Massachusetts State Board of Trade, Hon. Gorham D. Gilman was chosen chairman in the absence of the president. At this meeting one of the speakers charged that proprietors of well known patent medicines, sarsaparillas and Jamaica ginger preparations were working for the abolishment of the stamp tax and that the board was aiding the scheme. The speaker condemned such action and said such preparations for the most part were alcohol, rum for towns where prohibition was in force, and they were forcing women to be inebriated. Mr. Gilman interrupted the speaker, saying: "As a member of the Boston Druggists' Association, I challenge the speaker to publicly discuss this question. I know that this board does not stand for any such charge. You all know, gentlemen, that the druggists in your vicinity are law abiding citizens."

"I do not make any charge against the druggists," retorted the first speaker, "I am merely quoting from the official census."

"If there are a few unscrupulous druggists," remarked Mr. Gilman, "that does not condemn the whole of them." It was an interesting colloquy, and druggists who were present say that Mr. Gilman acquitted himself with great credit and came off first best.

Irregularities in Druggists' Post Office Sub-Stations.

Lewis Stacey was arrested a few days ago charged with embezzlement of post office supplies from William C. Draper, of Charlestown. Stacey was an employee of Draper, who has a sub-post office station in connection with his drug store. The warrant charges embezzlement of five 1-cent post office blanks, yet according to the officers, Stacey acknowledged filling out money order blanks which he had cashed for \$87. It is also said that he took cash. Then he went to New York and was arrested on his return. The case was continued because of Stacey's bad physical condition. On account of this Stacey trouble the post office authorities notified sub-stations to check up supplies. While carrying out the order it was discovered at sub-station 9, located in the store of the Walker-Rintels Drug Co., corner of Boylston and Church streets, that three books of money order blanks, with 200 blanks in each book, were missing. They have not yet been discovered, but it is thought they were mislaid or thrown away recently while the safe was being cleaned. No money could be obtained with them unless forgery was committed and the post office seals imitated. Every postal station in the United States has been warned to look out for the blanks.

A Spite Case in the Court.

Joseph W. Creasey, of Amesbury, was in the local court on November 21 charged with a violation of the liquor law. He pleaded guilty and paid a fine of \$50. The case was one of spite and was worked up by a town official outside of the police department. Since this case the chief of police has sent a written notice to all of the drug stores, calling attention to the law in regard to the sale of liquor by druggists in no-license towns.

CITY NEWS.

G. K. White, of the senior class, is clerking for William C. Durkee, Ph.G., 392 Boylston Street.

Forest G. Stanford, Ph.G., '00, has taken a position as chemist at Otis Clapp & Sons' Park Square store.

C. C. Bailey, of South Gardiner, intends to close his store in that town and then engage in business in this city.

The trustees have elected President William H. Puffer, Ph.G., Dean pro tem, during the illness of Dr. Baird.

Billings, Clapp & Co., 404 Atlantic avenue, were recently incorporated under the name of "The Billings, Clapp Co."

The annual report of the Board of Pharmacy has just been issued. Ex-President Larrabee makes a strong plea for re-registration.

Daniel E. Barry, corner of Broadway and K street, South Boston, is to have new mahogany fixtures from the warerooms of C. P. Whittle.

George B. Markoe recently returned from Texas and has now accepted the position of manager of the Brookline branch of the T. Metcalf Co.

Peter J. Smith, Jr., has resigned as stock-room assistant in chemistry, and Stephen T.

Marshall, of the senior class, has been elected to the vacancy.

George W. Cobb, corner of Saratoga and Brooks streets, East Boston, is renovating his store. Mr. Cobb believes in keeping abreast of the times and that customers appreciate progressiveness.

William T. Jenney, assistant treasurer of the American Soda Fountain Co., and Leonard Tufts, who has charge of the manufacturing at the Boston factory, are away for a three weeks' rest at Pinehurst, N. C.

It is said that Daniel J. and Luther W. Puffer, formerly of the American Soda Fountain management, have reorganized the Puffer Manufacturing Company and will later capitalize it in a way to do a large business.

James W. Tufts, of this city, recently shipped handsome soda fountains to W. B. Milliken & Co., Cambridge; A. W. Smith, Braintree; W. S. Flint, Worcester, and H. O. Nute, corner of Columbus Avenue and Dartmouth Street.

Hon. Gorham D. Gilman, one of the delegates to the Boston Associated Board of Trade from the Boston Druggists' Association, has been honored by the former organization with the chairmanship of the Committee on Commerce and Industries.

Walter R. Dolliver, of the inside department of the Eastern Drug Co., 14 Fulton street, was married on October 31 to Miss Wilhelmina E. Horner, of Brookline. Mr. and Mrs. Dolliver will be at home at 892 Huntington avenue after December 1.

Dr. J. W. Baird, the Dean of the school, has been in poor health for some months, and he went to the City Hospital last week to have an operation performed. His many friends hope for a speedy recovery. At the present time his condition is encouraging.

The new store of Vargas & Co., on Beacon street, will be one of the handsomest and most expensively fitted of any drug store in this vicinity. The fountain is in keeping with the other details and was constructed to order at James W. Tufts' manufactory.

Prof. Joseph P. Remington, of the P. C. P., was in this city recently in attendance upon the big football game. The score was not to the professor's liking, but he nevertheless managed to have a good time. While here he was the guest of S. A. D. Sheppard, Ph.G.

The third annual ball of the James W. Tufts Mutual Aid Society was held at Roughton Hall, Charlestown, on the evening of November 23. The grand march, which was participated in by 100 couples, was led by President J. W. Fanjoy and Mrs. Fanjoy. Mr. Fanjoy was floor director, assisted by Arthur Antrobus and a staff of aids.

The class of 1901, M. C. P., has just elected officers as follows: President, Charles S. Pierce; vice-president, William M. Temple; secretary and treasurer, William T. Bell; Picture Committee, Arthur A. Jackson and Lee H. Porter; Executive Committee, Charles S. Pierce, William M. Temple, William T. Bell, Earle H. Lyford and Andrew A. Dunham.

The Eastern Drug Co. has some "crack-a-jack" candle pin rollers and they are ready to do battle with any "foreign" or local teams. The firm has two teams and they recently had a match game. Team No. 1 was composed of Messrs Williams (captain), Grant, Quinn, West and Maloney; team No. 2, Higgins (captain), Clements, McLeod, Richardson and Cullen. Team No. 1 had a total of 1,240; team No. 2 was credited with 1,183.

BAY STATE NEWS.

J. P. Lynde succeeds E. M. Bigelow, of Webster.

E. F. Leonard succeeds T. E. Masters at Springfield.

Harry Kennedy recently opened a new store at Norwood.

The Glicreare store, Belmont, is now owned by Frank I. Bonte.

J. C. Roy recently purchased the Cleghorn pharmacy, Fitchburg.

W. H. Wallace is the new owner of the Fish pharmacy at Orange.

Albert Silvernall recently purchased the store of Jacob Appell, Dalton.

A. J. Casey & Co. have just opened a new store at 4 State street, Newburyport.

Edward B. Moulton, Worcester, recently called. Liabilities, \$7,796; assets, \$4,991.

A. R. McLeod, of Concord, has just ordered a new fountain from James W. Tufts.

The board of aldermen of Malden recently granted a sixth class license to G. D. Brown.

Bahan & Maloney have recently opened a new and handsome drug store at Amesbury.

William G. Briry is now proprietor of the Melrose store formerly run by L. E. Pedrick.

James W. Tufts recently shipped a hot soda apparatus to George Martin, of Fall River.

E. O. Goldthwalte, of Lynn, recently ordered a handsome onyx fountain from James W. Tufts.

J. J. Curran's store at Holyoke was the scene of a recent fire. The loss is fully covered by insurance.

Henry M. Maxwell, of Federal Square, Lynn, is refitting his store, which includes a new Tufts fountain.

The Aldermen of Malden gave George E. Brown leave to withdraw on his petition for a sixth-class license.

The Dunbar Drug Co., of Taunton, recently opened a new store, with fixtures from the factory of C. P. Whittle.

An attempted burglary was recently made at the store of Beauregard & Co., Holyoke. The intruder was arrested.

The Dunbar Drug Co., of Taunton, has leased quarters over their store, to be used in pushing Dunbar's magnesia.

Arthur A. Stinson, druggist, 4 Kingsbury Street, Boston, is a bankruptcy petitioner. He owes \$4,818.46, with no assets.

D. Cummings & Co., of New Bedford, have just opened a new store. It has been equipped with a new Tufts fountain.

John Larrabee, former chairman of the Board of Pharmacy, has received the Republican nomination for Mayor of Melrose.

Edgar J. Howland, druggist, of Somerville, has filed a petition in bankruptcy, showing liabilities of \$2,666.59; assets uncertain.

The store of Timothy D. Cronin, Highland Avenue, Malden, was entered by burglars one night recently and money and cigars stolen.

A new store was recently opened at Wintthrop by Higgins & Hurley. The new fountain came from the factory of James W. Tufts.

T. F. Rice and C. F. Thayer are inaugurating many changes in the store which they recently purchased of Dr. George Rice, Framingham.

B. F. Weeks & Co., of Quincy, have just opened a new store. The fixtures are of white and gold and were made by C. P. Whittle.

Dr. Stowell, the general manager of the J. C. Ayer Co., Lowell, has selected Frank W. Hall, of that city, for superintendent of the firm's business.

Charles T. Reed, of Holbrook, was found dead in bed on October 22. He had used chloroform. He was 55 years of age. A wife and daughter survive him.

Edmund Reeves and E. C. Watson & Co., both of Fall River, and W. H. McCarthy, of Brockton, were recently supplied with new hot fountains by James W. Tufts.

John W. Tirrell, formerly in business in Canton, is about opening a new store, together with his son, at Sharon. The store will be equipped with a Tufts fountain.

James B. Simas, druggist, of Haverhill, has sold out his store and fixtures to Dr. Lilley and Joseph J. Devlin, who will continue the business. Mr. Simas will open a new store.

The G. F. Roper Co., of Salem, has just purchased the Oxnard store, Beverly. This is the establishment which Mr. Green recently sold to Mr. Draper, formerly of Springfield.

A supply company for physicians was recently organized in Worcester. The plan is to supply standard goods to stockholders—physicians—at reduced rates. The management of the concern is in the hands of Frank M. Harris, Ph.G.

William Hardie, formerly with Caswell, Massey & Co., of New York and Newport, has purchased the interest of A. A. Bryson, of Bryson & Lowe, pharmacists, of Fall River.

The business will hereafter be conducted under the firm name of Hardie & Lowe.

The foundation for Lowell's Textile School was recently laid. This is the school to which Frederick F. Ayer, of New York, recently gave \$35,000, and the main building, by his request, will be called Southwick Hall, in memory of the father of the late Mrs. J. C. Ayer.

Niquette & Farran recently opened their new store at Northampton. They kept "open house" in the first days and gave each caller a glass of soda. About one hundred of Mr. Farrar's Easthampton friends were among the number. The firm had more visitors than they anticipated.

Although the members of the Springfield Pharmacists' Association signed an agreement two years ago not to engage in the gift enterprise scheme in any way, four druggists of that city, who are also members of the association, are giving away tickets to their customers on which the amount of every purchase is stamped. When the purchases reach a certain amount some sort of present is given. The matter will be brought up at the next meeting of the association, and may result in the expulsion of the offending druggists.

NEW ENGLAND JOTTINGS.

William B. Noble, of East Hartford, Conn., contemplates enlarging his drug store.

Clarence M. Collins, of Exeter, N. H., hopes to have his new store ready for opening soon.

A. W. Meserve, formerly with H. H. Hay, of Portland, Me., succeeds H. M. Wishire, of Biddeford.

Barrett Bros. will discontinue their Berlin, N. H., store and move to Gorham, where their other store is located.

F. A. Shurtleff & Co., of South Paris, Me., recently ordered a fine onyx fountain from James W. Tufts, of Boston.

C. G. Williams succeeds F. L. Nichols at Essex Junction, Vt. It is expected that H. E. Perry will manage the business.

C. P. Whittle, of this city, is fitting up a white and gold store for Trow & Michon, 10 Broad street, Providence, R. I.

E. H. Hurd, of Bridgeport, Conn., has been depleting the waters of Long Island Sound adjacent to Stratford of striped bass.

M. H. Mulcahey, Concord, N. H., has just opened a new store. The fountain is of latest design and was furnished by James W. Tufts.

Harry Wilkeshire will soon open a new store at Newport, Me., in Smith's Block. Mr. Wilkeshire was formerly located in Kennebunk, and before that was for three years in Togus.

A fire at Brunswick, Me., on November 10 destroyed the store, stock and fixtures of C. W. Allen. He had an insurance of \$5,000 on the stock and estimates that his loss will about equal that amount.

Frank Bunnell, of Blairtown, N. J., has accepted a position with J. H. Monroe, of Guilford, succeeding William Kaehle, who is completing his course in pharmacy in the New York College of Pharmacy.

The building at Laconia, N. H., in which C. W. Morrison's store is located was on fire recently. Mr. Morrison's loss was wholly from water. His insurance was for \$2,000 and there was a prompt settlement.

Simmons & Hammond, of Portland, Me., and M. A. Martell, of Biddeford, Me., have just added new hot soda fountains to the equipment of their establishments. They were constructed by James W. Tufts, of Boston.

F. H. Whitford, who now runs a store at East Greenwich, R. I., has formed a partnership with Dr. Bardwell, for the purpose of opening a new store at Apponaug, R. I. This place will have a fountain from Tufts' factory, Boston.

Percy W. Means, of Bath, Me., recently purchased the store of F. G. Kinsman & Co., Augusta. Mr. Means formerly worked in Augusta for Bowditch & Webster and then for Devine & Coughlin. Later he worked in Brunswick, and then went to Bath, where he assumed charge of the prescription department of A. Hallett & Co. He will not go to Augusta until Mr. Hallett finds some one to fill his place. Mr. Kinsman sold out by reason of his increasing proprietary business, which needs all of his time and which he will continue to conduct under the name of the Capitol Drug Co.

PENNSYLVANIA.

State Board Denounced.

MASS MEETING OF PHILADELPHIA DRUGGISTS.

A Test Case Proposed.

Philadelphia, December 7.—"There is no balm in Gilead." This quotation seems to fit the experience the retail druggists are having with the State Pharmaceutical Examining Board. Despite the understanding that this board was not to prosecute the druggists who failed to comply with the law relative to displaying the renewal receipt, the agents of the board are still at work and a number of retail druggists have been notified to appear before the presiding magistrate. The suits that have been brought by the Examining Board have availed little and have created great discontent.

Mass Meeting Discusses the Board.

During the latter part of last month Messrs. William J. Pechin, B. J. Statham, J. Grier Long, D. G. Potts, John Musselman, T. H. Potts, Henry E. Nicaud, Emile Ott and George G. Wood got together, and, after deliberating upon the attacks made by the Pharmaceutical Examining Board, deemed it wise to hold a mass meeting to get the consensus of opinion of the retailers of this city. In accordance with this view the following printed postal card was sent out to the trade on November 27:

You are earnestly and urgently invited to attend a meeting of retail druggists, to be held in Room E, sixth floor, Odd Fellows' Temple, on Friday afternoon, November 30, at 2 o'clock sharp, for the purpose of having an unopposed and free discussion of the State Pharmacy Law and the methods pursued by the State Board of Pharmacy in its enforcement. It is hoped you will attend and give your views.

This notice was signed by the above druggists and it brought out a good sized audience. The meeting partook of tabasco sauce with red pepper dressing, and after many speeches were made and the air shattered with mighty gestures, resolutions were adopted unanimously denouncing as illegal the recent action of the State Pharmaceutical Examining Board in summoning a number of druggists and assistants before a magistrate because they failed to display renewal certificates. The resolutions adopted also declare that the board's course savors of persecution; that the fines and fees collected are excessive and unlawful, and that the board has failed to prosecute numerous open and vital infractions of the act of 1887. The druggists declare their determination to test the powers of the Examining Board in the courts. They also demand representation on the State Pharmaceutical Examining Board at all times, and the following committee was appointed to select and try a test case: William J. Pechin, B. J. Statham, J. Grier Long, D. G. Potts, John Musselman, T. H. Potts, George G. Wood, Henry E. Nicaud and Emile Ott. Thomas H. Potts presided at the meeting and William T. Wallace was secretary.

Board Proposes to Keep on Prosecuting.

Since this meeting there has been nothing further done in the matter, although it is understood that there is to be a meeting of the State Pharmacy

Board some time in the near future. The State Board is composed of Louis Emanuel, Pittsburg; Charles T. George, Harrisburg; Henry C. Porter, Towanda; Felix A. Boericke, Philadelphia, and George W. Kennedy, Pottsville. There are about seven hundred and twenty-five druggists in this city, and Mr. Boericke said summonses in civil proceedings for the collection of the fines have been issued against six hundred retail druggists here. Mr. Boericke also said that the proceedings were not criminal prosecutions for violations of the law, but civil suits for the collection of fines for neglecting to observe the provisions of the law of 1895. The entire amount to be collected, including the Magistrate's costs of \$2.50 in each case, amounts to \$7,500, or about \$1,000 a week. The \$6,000 in fines goes to the State Board of Pharmacy. Mr. Boericke also said that the fines collected from druggists are not for use or profit of individual members of the board, but go to a fund for the prosecution of criminal cases. He further said:

"We have arranged to bring criminal prosecutions against a hundred or more druggists of the State, the largest number of whom are in Philadelphia. The State provides us with no fund to bring these prosecutions, which are largely against men who are conducting business without a license. To bring these prosecutions, it was decided about six months ago to bring suits for the collection of fines against druggists who have not displayed their certificates and their registration receipts, as required by the Act of 1895; and that is the sole object of the work we are now doing. We have never brought any suits before for the collection of fines except in criminal cases. Mr. Emanuel, the president of the board, who is himself a druggist in Pittsburg, put these cases in the hands of Perkins, and I suppose it was Perkins who selected Magistrate Cunningham to hear the cases."

It is believed, however, that the matter will die a natural death, and all prosecutions will be withdrawn, as it is thought this will appease the druggists and prevent them moving to do away with the State Board of Pharmacy.

Bowlers Organizing.

It looks as if the druggists of Quakerdom are at last to have a bowling club. For several weeks past the well-known athletes and all around sports, E. Bransome and A. B. Wilson, have been hard at work securing the names of the gentlemen who are responsible for the mixing of many concoctions toward forming a bowling club, and as about fifty have signified their willingness to indulge in this innocent but invigorating game, notice has been sent out to the trade that a meeting will be held at the Philadelphia Bourse on December 8 for the purpose of effecting a permanent organization. Those who have signified their intention to join have already gone into active training, and the bowling alleys in this city have had quite a boom during the last week. Many of the would-be bowlers are of herculean construction and they can give a locomotive points on letting off surplus steam. These giants, notwithstanding the advice of many eminent physicians in relation to it being dangerous for infants over 35 years to train, are taking Turkish baths and are trying to get into fine fettle so as to be able to compete with the crack bowlers of the New York Drug Club. It is said an alley has been secured and some of the embryo members have made numerous strides, so it is nothing but fair to warn the New York bowlers to beware, unless they will lose their laurels.

Officers of the Wholesale Drug Co.

At a meeting of the Board of Managers of the Philadelphia Wholesale Drug Co., held December 4, James Buckman was unanimously elected president and E. R. Gatchel vice-president. The company is doing a larger business than ever before in its history and the utmost harmony prevails among its members.

Liabilities, Three Millions—Assets, \$25.

It is not often that a drug clerk has liabilities of \$2,801,093 and assets of \$25, but such is the record of Arndt K. Housekeeper, of Narbarth, Pa., who on November 30 was discharged as a voluntary bankrupt in the United States District Court. It appears that Mr. Housekeeper some thirteen years ago—an unlucky number—was induced by some friends to go on their bond in a big real estate transaction, which involved the erection of 800 houses in this city and nearby towns. Being of an obliging nature and unsophisticated, he readily signed the paper, but as the deal was not a financial success the burden of the mortgages fell on him and the holders soon began proceedings against him. He was then in the drug business, but the proceedings caused him to give up his store and seek a position as a drug clerk.

Students Discharged with a Reprimand.

The six students of the Philadelphia College of Pharmacy who were arrested, charged with assault and battery upon Patrolman Deegan and breach of the peace, were discharged with a severe reprimand by Magistrate Cunningham, after Dean Remington, of the college, had also promised to give the offenders a sharp lecture. Those discharged were Bertram Harrington, 1130 Walnut street; William Swartz, 709 North Seventeenth street; Henry Jago, of Eleventh and Green streets; Malcolm Gerhart, Sixteenth and Christian streets; Henry W. Steurer, 920 North Forty-first street, and Raymond Henderson, 1732 Arlington street.

The prosecution was the outcome of an alleged assault on Policeman Deegan on November 14. Policeman Deegan testified that as he was passing the college building, on Tenth street, he was struck in the face with a banana skin and jeered when he asked who had flung it. He said that when he entered the building to report the matter to the officers he was set upon and maltreated by a crowd of students. He was released by other policemen, and the defendants were arrested. He picked out the first two named youths as being among his assailants. They denied having struck him.

Magistrate Cunningham said it was a serious matter, but that he did not intend to subject the defendants to the disgrace and humiliation of sending their cases to court. He said they were in a position to behave better and to show more respect for the law as embodied in the policeman's uniform, even if they had none for the individual. He reminded them that the policeman was intended as much for their protection as for any one else's. After a short reprimand the Magistrate discharged the accused. Professor Remington, who was present at the hearing, promised Magistrate Cunningham to make an address to the students next week on the subject of maintaining the law.

In connection with the notoriety given to the case by the newspapers, V. C. Michels, president of the senior class, and E. M. Murphy, the vice-president of the same class, discussing the affair, said:

The whole affair has been magnified out of just proportion. There is no denying that the fruit was thrown at or near the officer and that he entered the college to report the matter. But from our investigations we know that no opposition was shown the officer in attending to his duty. Pistols and blackjacks were not used nor drawn, save by the officer himself. Nor was he bound, as the accounts state. When he was leaving the building he slipped and fell in his eagerness, but he was not tripped or thrown down the stairs. The whole affair was an unimportant incident until it was exaggerated. We object to the whole college being held up to odium on account of the more or less thoughtless acts of a few individuals who were more eager spectators of the affair than actual misdoers.

PHILADELPHIA ITEMS.

F. S. Nagle, manager of the Nagle Drug Co., Wilkes-Barre, has opened a drug store at Lee Park.

Burglars recently effected an entrance into Hilton's drug store, at Lock Haven, Pa., and stole jewelry valued at about \$150.

Harry M. Campbell, who owns the store at Second and McKean streets, has purchased the pharmacy at Twentieth and Pacific streets, where he will make his headquarters.

J. B. Moore, Thirteenth and Lombard, is making elaborate alterations in his store, including a metal ceiling, etc., and when improvements are completed Mr. Moore will have one of the handsomest stores in that section of the city.

Norristown druggists were recently stirred up by a visit of the State Pharmaceutical Board. Certain laws were found to be violated through ignorance of their existence and one or two serious offences were charged, but there were no arrests.

The estate of Thomas Moore, the expert chemist, for many years manager of Powers & Weightman's factory at Philadelphia, according to papers filed in that city, is conservatively valued at \$400,000 in personal property and \$92,000 in real estate. Mr. Moore left no will, and under the interstate laws his estate will be apportioned among his ten children.

A. C. Holloper, formerly of Frankford Avenue and Vienna Street, was married to Mrs. Hettie Hunter on November 13. Mrs. Hunter was the widow of the late C. B. Hunter, the original owner of Mr. Holloper's store on Frankford Avenue. Mr. Holloper has now opened a store at Thirty-second and Powelton Avenue, where he and his bride will reside.

As exclusively stated by the AMERICAN DRUGGIST some weeks ago, Shoemaker & Busch will move from their present building on Arch Street above Sixth to another site on Arch Street above Fifth. The new location will give this firm greater facilities for the speedy handling of its business. The new quarters are being fitted up in a modern style and all facilities which will be of use are being adopted.

Schandeln & Lind, manufacturers of Garwood's perfumes, will on January 1 move from their present quarters, 538 Arch Street, to 210 North Fourth Street. This firm has for some years past steadily increased its business, and it has grown so large that larger quarters had to be secured. Mr. Harry Schandeln looks after the manufacturing part while Mr. Monroe P. Lind brings in the big orders that keep this house prominently before the trade.

P. T. Carroll, special agent for the Pennsylvania State Pharmaceutical Examining Board, paid a visit to Reading recently to examine local drug stores. He found no violations of the law, all druggists displaying their certificates, license receipts, etc., and the trade generally in good condition. Mr. Carroll and other special agents of the State Board were on tour throughout the State. Their visits were unannounced and druggists found lax in their observance of the regulations were severely dealt with.

An Association Formed in Camden.

Geo. Beringer recently called a meeting of the Camden, N. J., druggists, and a number of retail druggists responding to the call a local association was formed, with the following officers: President, Geo. Burton; first vice-president, Mr. Collins; second vice-president, W. M. Hilberger; secretary, Geo. Barrett; treasurer, G. Peachen. After the induction of the officers-elect the druggists present then proceeded to enroll themselves as members of the association and over twenty of these paid their first semiannual dues in advance.

A committee to draw up a constitution and by-laws was then appointed, also a committee to solicit membership, both to report at the next meeting.

The newly organized association was addressed by Mr. Beringer, F. E. Holliday, of the N. A. R. D., and J. C. Perry, chairman of the Executive Committee of the Philadelphia Association of Retail Druggists.

MICHIGAN.**Detroit Druggists, Having Accomplished Organization, Now Rest.****THE STATE OF TRADE.****Things Seen by a Druggist.**

Detroit, December 3.—“No news” is about all the satisfaction one can get around Detroit at present. Experience is evidently a good teacher, but in truth there is little doing. The local retailers' association is resting just now. The manufacturers are working on accumulated orders, and while the retail trade is generally quiet the wholesalers report unprecedented activity in such holiday goods as are usually carried by the drug trade.

The fear of an unfavorable outcome of the recent articles in the local newspapers in regard to cut rates has about died out; each of the down town stores having had their answer to the cut rates articles published with more or less satisfaction to themselves.

The Central Drug Store, which a few months ago started out under new management to sweep the cobwebs off the retail drug business here, has again changed hands. This time D. W. E. Morland and F. C. Andrews, finding that the drug business is not the gold mine it is cracked up to be, have disposed of their interests to W. H. Burke, who already has two successful stores in this city. This change should restore public confidence in the Central, and places the business on a firmer footing.

Ben Lambert, of the firm of Lambert & Lowman, saw things the other day. He says that when he opened a keg of arsenic he found a bunch of nice fat fluffy white worms feeding on the arsenic. Ben sent them down to Washington to be identified. What he was doing with a keg of arsenic, or what he had to drink that day, or what the Detroit Journal reporter uses in his pipe deponent sayeth not.

DETROIT NEWS.

W. Rossier has purchased the store formerly held by H. C. Reinhold.

The second informal hop given by the drug clerks on November 20 was a success. All those participating, and there were more than 200, enjoyed themselves to the utmost.

OHIO.**Will the N. A. R. D. Succeed?****SOME VIEWS OF CUTTERS — AND OTHERS.****Druggist M.D.'s Can't Be Members of Medical Associations in Affiliation with the N. A. R. D.**

Cincinnati, December 3.—Among the druggists of this city there seems to be more or less doubt about the ability of the N. A. R. D. to shut out the cutters from getting goods. The consensus of opinion is that if everybody who has to do with the distribution of proprietary medicines is sincere the cutters will be deprived from getting goods. Speaking on the subject, Ambro Park, of the widely known firm of the John D. Park Sons Co., said: “As long as a man or woman has money there is no trouble to get goods. We have been outside the combination for eleven years and here we are still doing business at the old stand. Why shouldn't we sell goods to Dow and other cutters? We sell Dow probably between \$60,000 and \$70,000 worth of goods annually. Should we throw aside this business in order to please a few retailers, who do little business in suburban places or elsewhere? We are in business to sell goods. It is a matter of dollars and cents with us. My candid opinion is that the cut rate druggists will always be able to get supplies, but, of course, they may in many instances be compelled to go about it in a roundabout way.”

“A Great Many Ifs About the Plan.”

“There are a great many ifs about the plan of the N. A. R. D.,” said Mr. A. Vogeler, of the Stein, Vogeler Drug Company. “If this or that manufacturer or this or that jobber does not keep his word you can see how much damage will result to the others, who have agreed to the plan. For a while no doubt most of them will live up to the agreement, but in time I am afraid that the desire to make money will overcome sentiment for the mass of struggling retailers, and they will begin paddling their own canoes. We hope to see the plan a success.”

Prof. Fennel Has His Bluff “Called.”

“I was refused goods the other day,” said Prof. Charles T. P. Fennel, of Eighth and Vine streets. “My order was rejected by a well-known concern because I am compelled to cut prices in order to compete with my neighbors. I wrote back and told the people that I would be compelled to expose them and advertise to the public that they belong to the trust. They called my bluff and advised me to go ahead. I doubt very much if the N. A. R. D. plan will work. They have managed to get around the boycott law all right by appointing distributing agents, but the question arises as to the sincerity of all concerned. To my mind it means that the middleman has got to go sooner or later. I think that the time is not far distant when all manufacturers will be selling direct to the retailers. This will do away with the profit of the middleman. Cutters, of whom I am one, have no trouble in getting goods now, but in many instances it costs from 5 to 15

per cent. more on account of the roundabout way that has to be employed.”

Doubtful About Its Success.

“I don't know whether the N. A. R. D. plan will succeed or not,” said Herman Serodina, who is doing a prosperous cut rate business at Fifth and Walnut streets. “I am getting all the goods I want and I never cross a bridge until I come to one. If there is trouble ahead for the cutters, we will discuss it when we can no longer secure supplies. I don't fear the N. A. R. D. plan.”

“The cutters will be frozen out if the manufacturers and jobbers are on the level,” said Louis Heister. “That explains the situation in a nutshell.”

“Our five stores are doing nicely and we have little time to discuss drug politics,” said Cora Dow. “Our business was not built up that way. So far we have had no trouble to get supplies.”

“I don't care to discuss the matter,” said Billy Hale, of the well-known firm of Hale, Justis & Company. “To tell you the truth I am not entirely familiar with the matter. Mr. Justis has been meeting with the druggists.” Mr. Justis was seen, but would not discuss the question.

Druggists Barred from Membership.

At a recent meeting of the Academy of Medicine, Dr. Foertmeyer, the physician-druggist, at Sixth and Central Avenues, withdrew his application so as not to longer embarrass his friends. It will be remembered that several weeks ago Dr. Foertmeyer, at the instigation of his friends, made application to become a member of the academy, and it was a foregone conclusion that his request would be granted. Just as the application was to be acted upon it was found that the rules of the American Medical Association would not allow druggists admission, and he was accordingly barred. His withdrawal ends the fight.

Cincinnati as a Chemical Center.

Cincinnati, O., December 5.—Much comment has been indulged in by druggists and chemists over an article recently printed in the Enquirer in reference to the growth of the Queen City as a producer of chemicals. It is interesting to note the claim that “A year ago Cincinnati ranked as one of the largest and most important centers for the handling of chemicals in the entire country. To-day Cincinnati not only holds her position as one of the largest handlers of all kinds of chemicals, but in the space of twelve months has jumped into prominence as the center of the manufacture of more chemicals of almost all kinds than any other city of the size in the country. This city has for years been largely interested through a number of local concerns in the purchase and distribution of chemicals because of the very large demands for such products coming from manufacturing establishments both in the city and in the territory immediately surrounding the city. Acids and various chemicals are used in a commercial way and in a manufacturing way much more extensively than one not connected with the business would imagine.”

A New Industry for Cincinnati.

Appreciating the fame and central location of Cincinnati, John Masur, of Zurich, Switzerland, is here for the pur-

pose of establishing a chemical plant for the manufacture of oils and other products for which he has a secret method. Mr. Masur is an old acquaintance of Dr. Zechindorf, the noted chemist employed by Fleischmann & Company in this city. They were schoolmates in Switzerland.

Ohio Valley Druggists Organize.

At a meeting of druggists held in the Odd Fellows' Temple recently an organization to be known as the Ohio Valley Drug Association was organized for the purpose of protecting the interests of the local druggists. All druggists outside the city will be excluded. The new association will be operated on broader lines than the old Hamilton County Drug Association. The officers are: President, A. O. Zwick; first vice-president, N. E. Smith; second vice-president, Otto Rauffuss; third vice-president, Alfred Vogeler; secretary, Charles Freericks, Jr.; treasurer, A. D. Wells.

HEARD AROUND TOWN.

State Inspector of Drugs Cassidy, of Kentucky, has been suspended.

Prof. J. Uri Lloyd's book, "Stringtown on the Pike," is selling rapidly.

N. Ashley Lloyd expects to go to New York next week to attend the big League baseball meeting.

Most of the down-town druggists are selling large quantities of holiday goods thus early in the season.

W. G. Spencer & Co. of Lebanon, Ky., have sold out to the Hugh Murray Drug Company. The establishment is to be refitted and renovated in every way possible.

John A. McMillan, of 525 Gay Street, Knoxville, Tenn., has sold his business to the Gooding Drug Company, one of the best known concerns in the Southern country.

A new drug store has been opened at Park Avenue and Center Street, Knoxville, Tenn., by Strackburg & Sharpe. The store is said to be the finest in Tennessee.

James O. Cook, of Hopkinsville, Ky., has purchased the "Center" Building and has moved his store to that location. The change is said to be a most decided improvement.

RANDOM NEWS NOTES.

A. E. Bowman, of Woodstock, Va., has taken the management of a drug store at Meridian, S. C.

The Minnesota Pharmaceutical Manufacturing Co., of St. Paul, Minn., sustained a slight loss by fire recently.

It is said that Dr. H. B. Pitts, who formerly lived at Chattanooga, Tenn., intends establishing a factory there for the manufacture of a cancer cure.

George W. Albers, a popular druggist of Knoxville, Tenn., has announced his intention of deserting that city in favor of Evansville, Ind., in February next.

H. S. Weller, secretary of the Richardson Drug Co., of Omaha, Neb., has almost entirely recovered from the injuries recently received in a stage coach runaway accident near Lander, Wyo.

Turrell's Pharmacy Co., of Kittery, Me., has been incorporated to deal in patent medicines. Capital, \$5,000. Incorporators: J. W. Turrell, W. R. Turrell, both of Canton, Mass.; F. E. Rowell, of Kittery.

The A. F. Fanning Co., of Auburn, has been incorporated with a capital stock of \$500 to manufacture patent medicines. The directors are Frank E. Eckhart, A. F. Fanning and J. H. Rose.

Fred. P. Offerman, of Fairhaven, Wash., has been appointed a member of the State Board of Pharmacy, his term to expire June 5, 1905. Mr. Offerman succeeds L. D. P. Collins, of Whatcom, who was ineligible to reappointment.

D. B. Jones, of Bangor, Me., a graduate of the Massachusetts College of Pharmacy, and for the past two years employed as prescription clerk in Weld's Pharmacy, Malden, Mass., has taken a position with Curtis & Tupper, of Bangor.

ILLINOIS.

Pharmacy Law Will Be Amended.

PROPOSED CHANGES TO BE DISCUSSED IN CONFERENCE.

Success of the Chicago Drug Club.

Chicago, December 4.—Next Monday afternoon, at the Palmer House, an important meeting will take place, with changes in the pharmacy law as the basis of discussion. Committees appointed by the Apothecaries' Society, the Chicago Retail Druggists' Association and President Dyche will meet at 3 o'clock and confer with the Executive Committee of the Illinois Pharmaceutical Association. President Dyche has chosen these druggists to represent the State: H. H. Green, W. H. Gale, Fritz Leuders, J. S. Straw, H. A. Stillman, Bruno Batt, A. A. Culver, George A. Graves, A. J. Kettering, Wm. A. Dyche.

To Map Out a Course of Action.

It is expected that the course which the druggists will follow during the coming session of the General Assembly will be mapped out and that a decision will be reached in regard to the legislation that is considered desirable. What that course will be it is hard to conjecture in advance, owing to the difference of opinion among druggists. Some of the druggists assert that the Supreme Court's action in declaring invalid the sections of the State pharmacy law regarding the sale of patent medicines and proprietaries is a crushing blow, while others say it would have been a good thing if such clauses had never been included in the law. This latter argument is advanced on the ground that the clauses in question weakened the law and rendered it necessary for department stores to hire prescription clerks, and thus acquire the right to put up prescriptions, in order to sell patent medicines. Professor Oldberg is of the opinion that the sooner all commercial features are deleted the better it will be for the druggists, as they can then confine their attention to the work for which they are fitted by training and experience.

Chicago Drug Club Makes a Good Start.

The Chicago Drug Trade Club is thriving at such a rate that even its promoters are surprised at its success. Charter members to the number of 180 have been enrolled, and new names are being added to the list daily. It was the original intention to use the room at 75-77 Randolph street only between the hours of eleven and four, but the directors yielded to the wishes of the members and have made arrangements for its exclusive use. The room is to be tastefully decorated. On the opening day, December 1, there were a large number in attendance. The members said the club was just what they had been waiting for, that its social features were attractive and that it gave them opportunities to meet a number of men in a few minutes who, otherwise, might be hard to find after a search of several hours. The attendance ever since then has been heavy, 60 or 70 taking dinner there every day. At the first meeting of the directors officers for the ensuing year were elected and six additional directors appointed. Follow-

ing is the list: President, H. A. Antram; first vice-president, John F. Matthes; second vice-president, Samuel H. Gunther; secretary, Chas. E. Matthews; treasurer, Frank S. Hereth. Directors: J. Walker Scofield, L. A. Becker, James R. Owen, Henry Beck, C. P. Van Schaack, C. M. Phelps, Francis Keeling, Jr., Harry Holland, Porter B. Fitzgerald, Ed. F. Mallory, Arthur Dawson, Romaine Pierson, E. H. Buehler.

The Membership of the Chicago Drug Club.

Included in the list of members are representatives of almost every well known drug trade firm in this section of the country, and a few from the east. Their names follow:

Antram, H. A.	Levis, John M.
Armstrong, Fred.	Leistner, Oscar.
Amend, F. B.	Lewis, I. Giles.
Becker, L. A.	Leonard, Chas.
Blocki, John.	Landeker, M. L.
Brewer, A. R.	Lake, C. C.
Buehler, E. H.	Lewis, Alex. R.
Beck, Henry.	Matthews, Chas. E.
Briscoe, C. H.	Mallory, Ed. F.
Barrett, M. L.	Matthes, John F.
Bartlett, J. E.	Mackey, Dr. H. C.
Blood, I. W.	Manoney, D. C.
Ballard, Thos. C.	Mathison, Geo. W.
Buss, Wm.	Mather, S. T.
Burns, J. J.	Messimy, Vincent de.
Bauer, A.	Martin, H. W.
Black, S. H.	Marrison, Jas. W.
Baur, Jacob.	Maynard, H. S.
Braun, Will C.	Matthews, Hugh W.
Barrett, J. P.	Moore, Frank D.
Barada, Andrew S.	Murry, A. F.
Byrne, W. P.	Moore, F. D.
Brown, E. S.	Medbery, H. W.
Buehler, Wm.	McAllister, W. C.
Bauer, G. T.	Oxley, F. H.
Cobb, T. A.	Odbert, J. N.
Chandler, D. B.	Owen, Jas. R.
Currier, Geo. H.	Odena, F. M.
Davidson, Jas. J.	Omo, F. T.
Dickenson, Chas. R.	Pierson, Romaine.
Dromberger, L. R.	Phelps, Chas. M.
Dawson, Arthur.	Plummer, Jonathan W.
Dohme, Dr.	Plummer, Jos. P.
Day, Jas. R.	Peters, J. G.
Drury, M. M.	Pierce, J. V.
Davies, H. G.	Peters, C. L. L.
Englehardt, Geo. P.	Palmer, E. E.
Eastman, O. T.	Parry, J. W.
Eberlin, Fredk.	Porter, J. A.
Foster, A. M.	Parker, Chas. W.
Fitzgerald, Carter B.	Petty, R. W.
Fulghum, B. W.	Remick, A. E.
Franklin, Jno.	Rockwood, W. H.
Foley, J. B.	Ross, T. J.
Follett, F. P.	Rowles, W. D.
Fuller, F. R.	Rossiter, J. W.
Fellows, A. E.	Ross, E. H.
Gunder, Sam'l H.	Snow, H. W.
Gleeson, Chas. L.	Sorby, Harold.
Griffith, Chas. W.	Schapper, Ferd.
Gardner, Franc E.	St. Clair, Geo. W.
Gause, F. L. E.	Shower, G.
Gilpin, H. B.	Searles, G. D.
Gallenkamp, W. H.	Schofield, J. W.
Gibson, Chas. J.	Stevenson, Robt.
Holland, Harry.	Sharp, Will N.
Hereth, Frank.	Schmidt, Oscar.
Halman, T. T.	Swanson, H. A.
Heavenor, R. A.	Stevenson, Chas.
Helster, H. J.	Shurtleff, W. C.
Hall, Otis F.	Simpson, Sam.
Harney, Thos.	Snider, H. K.
Hunt, A. B.	Stevenson, Jas.
Harlick, A. J.	Stauffer, E.
Harris, Alex.	Sethness, C. O.
Hatfield, Wm. H.	Stange, Wm. J.
Henry, Frank S.	Smith, Percy M.
Harlick, Wm.	Scarborough, Henry.
Hatch, A. W.	Timolat, H. N.
Hayhurst, W. C.	Thompson, Wm.
Jacobowski, Harry.	Townsend, N. H.
Johnston, Richard.	Thumler, O. M.
Johnson, R. W.	Van Alen, B. T.
Keppler, Ernst.	Vosberg, E. A.
Kearney, Jos.	Van Schaack, Peter.
Kenfield, E. D.	Van Schaack, Robt.
Keeling, F. Jr.	Van Schaack, C. P.
Klock, F. B.	Van Ness, Person D.
Keeling, Fred.	Van Winkler, Dr. J. W.
Kathrens, J. R.	Waldschmidt, Aug.
Kruger, R. O.	Wall, Frank J.
Kramer, H. L.	Washburn, W. Fiske, Jr.
Keeling, W. R.	Ware, Chas.
Keith, Justin.	Walker, A. J.
Long, Edward.	Walch, R. H., M.D.
Lard, Geo. S.	Wilcox, Gerry F.
Lyons, Frank K.	Zinkeeson.

All the members believe the club is destined to grow rapidly and become a permanent institution.

Noel to Carry on the Fight.

Theophilus Noel, against whom the State board brought the case that resulted so disastrously for the board, says that if a rehearing of the case is granted, which he does not think likely, he will carry the case through the Federal courts and fight it on the ground that the patent medicine features are not only class legislation, but are contrary to the spirit of interstate commerce. Mr. Noel says he has large interests at stake, having advertised extensively, and that he will fight it to the last ditch. Mr. Noel says he believes safeguards ought to be thrown around the compounding of prescriptions, and that he is the friend of the druggist, but that he believes the law as it stood was built on wrong lines. He has incorporated his business as the Noel Co., the capital stock being \$100,000.

Illinois Board.

At the examination held by the State Board of Pharmacy of Illinois, in Chicago, at 144 Thirty-ninth street, Oct. 9-11, the following passed as registered pharmacists and assistant pharmacists:

Registered Pharmacists.—S. Aronson, G. J. Bacon, G. A. Beilfuss, E. A. Benson, R. S. Boehm, F. E. Brawley, H. G. Cory, R. von Danven, A. E. Evans, A. Gale, L. J. Hall, F. J. Hanus, A. Henninger, W. Kunz, W. E. Kots, L. F. Meehan, R. Meyer, D. W. Mott, J. C. Mills, J. P. McDonnell, A. Neumann, H. M. Ormsbee, W. A. Renner, W. C. Reuter, C. F. R. Schaffarsick, A. Schellinger, E. L. Semrott, H. H. Swan, A. C. Symmes, H. I. Sanford, W. R. Young, N. J. Zurawski, all of Chicago; J. W. Alexander, Elgin; H. W. Alvey, Mechanicsburg; J. S. Ashmore, Shannon; W. H. Barrick, Mt. Olive; O. H. Bryan, Kinmundy; E. D. Cone, Astoria; F. H. Drallmeyer, Quincy; P. M. Fahrner, Joliet; A. H. Figgens, Quincy; H. A. Goddard, Hebron; T. D. Gregg, Harrisburg; R. L. Halsted, Rock Falls; G. E. Hoffmann, Peoria; F. M. Hargreaves, Evanston; G. M. Knochel, Lincoln; A. C. Moore, Wilmington; L. D. Perkins, Roseville; H. L. A. Rose, Columbia; D. S. Vannatta, Rockford; N. E. Williams, Quincy; P. Windmueller, Woodstock.

Assistants.—F. L. T. Bowden, E. K. Caldwell, E. C. Corgan, O. A. Daniel, W. E. Delehaut, O. J. Dewitt, D. E. Finkelstein, C. S. Fisher, R. Heiler, H. H. Hewitt, H. L. Hull, A. C. Ibach, H. A. Johnson, A. Jaus, H. Jertelius, W. V. Keller, C. L. Kraft, F. P. Kujawski, E. Lessing, A. Levitan, H. U. Masor, L. F. May, J. Mesirov, F. C. Mitchell, S. A. Monilaws, F. L. Newman, O. B. Pierce, W. A. Sanoica, W. Schmitt, J. H. Skaggs, S. F. Waterman, E. Williams, F. A. Wiedemann, all of Chicago; L. P. Davis, Greenville; C. Fox, East St. Louis; E. W. Hogan, Amboy; R. Houn, Metcalfe; L. F. Knicks, Joliet; F. E. Smith, Girard; J. F. Webster, Rockford.

The Board of Pharmacy desire to have it distinctly understood that no applicant who has gained his experience in Illinois drug stores will be examined, or given an interview, until after being regularly registered as an apprentice.

The next meeting of the board for examination will be held in Room 3, State House, Springfield, January 15, 1901, at 9 a.m. The following examination will be held at 144 Thirty-ninth street, Chicago, February 19, 1901, at 9 a.m. Applications must be on file in the office at Springfield at least ten days previous to the above date. Those having applications already on file must also give a like notice, should they desire to appear for this examination.

Under no circumstances will this rule be varied from, and no one will be given the examination who has not complied fully with these requirements. Affidavits from registered pharmacists of time service must be filed at least three days before the examination. Address all communications to L. T. Hoy, Secretary, Springfield, Illinois.

MISSOURI.

The Christmas Lull.

The Close of a Successful Year.

St. Louis, December 3.—The annual dull spell among the wholesale and retail druggists of our city has set in. Business will be very quiet until after the first of the year. This is always anticipated and calculations made accordingly. The wholesale druggists take advantage of this and prepare for taking stock to such an extent that when the time comes it only requires about one day to make a complete invoice. They also call in many of their salesmen, especially from distant territories, and give them a chance to thoroughly post up for the new year. The sale of holiday goods is no longer the important feature with the wholesale or retail druggist that it was in years gone by. It is now mostly confined to a few such lines as perfumery, cut glass ware, stationery, etc.

The retail druggists buy as little as possible during the last few weeks of the year. This is largely due to the general poor trade and slow collections at this season. The wholesalers say they find the average retail druggist very desirous of squaring all accounts and beginning the new year with a clean record. The retailer, as a rule, does not take an invoice of his stock more than once in several years. They keep good track of their stock and then by comparison are able to make a very accurate estimate as to what they have on hand.

A Successful Year.

On inquiry at the various local wholesale houses your representative was told that they considered this a very successful year. Their representatives throughout the country report that their customers are likewise well pleased with the business of the past eleven months. Here in the city there has been an unusually large number of drug stores opened during the year. There have also been exceptionally few failures. A large number of stores have changed hands, but both the buyers and sellers seem well pleased with their bargains. Complaints are beginning to come in from druggists in some of the small towns that physicians are registering as pharmacists on their diplomas and are threatening to open drug stores of their own. This is one of the evils that is hoped to be remedied this winter by securing a desirable pharmacy law. If sufficient numbers of these scattered druggists would get roused up and unite their efforts with the regular workers it would be a very easy matter to secure proper legislation.

The Local Bowlers.

The following is the result of the last two meetings of the Druggists' Cocked Hat League: November 22. Mound City "Paints" 3. Eli Lilly & Co. 2; Moffit-West Drug Co., 3. J. S. Merrell Drug Co. 2; Meyer Bros. Drug Co. 3. The Searle & Herreth Co. 2. November 29. The Searle & Herreth Co. 3. J. S. Merrell Drug Co. 2; Meyer Bros. Drug Co. 4. Mound City "Paints" 1; Moffit-West Drug Co. 4, Eli Lilly & Co. 1.

The picked druggists' team which was entered in the Central Bowling League is now in the lead, having won 23 and lost 12 games.

NEWS NOTES.

F. G. Kring recently sold his drug store at 3110 Easton Avenue to Dr. Fitzpatrick.

The drug store at Leffingwell and Franklin avenues has again changed hands. Dr. B. J. Ludwig is the new proprietor.

C. H. West, president of the Moffit-West Drug Co., has just returned from a business trip to Chicago.

Chas. Lips, the well-known city salesman for the Moffit-West Drug Co., has been quite ill for several days.

At a recent meeting of the Board of Trustees of the St. Louis College of Pharmacy it was decided to pay off \$1,000 of the bonded indebtedness.

The Glmms Medicine Company, of St. Louis, has been incorporated with a capital stock of \$10,000. The directors are A. E. Jones, Charles Caffall and Wm. E. Hoke.

Luke B. Russell, the local drug clerk who disappeared several days ago, has returned. He had been in Chicago. His actions were due to disappointment and melancholy.

The drug store at Fourteenth and O'Fallon streets was totally destroyed by fire a few nights ago. The insurance will cover about half the loss.

Max Heinrichs has purchased the Owl Pharmacy, at Fourteenth Street and Clark Avenue. In future it will be known as the Heinrichs Pharmacal Co.

I. Reinholdt has sold his drug store at Vandeventer and Washington avenues to J. J. Evans. The stand will be moved to a new location in the near future. Mr. Evans is also proprietor of the Belt Avenue pharmacy.

The Wels Drug Company, of St. Louis, Mo., has been incorporated, with capital of \$3,000. The incorporators are Joseph L. Wels, Cecelia Wels and Lizzie Boul, St. Louis.

Julius E. Koch, druggist at Shenandoah and Jefferson avenues, was operated upon a few days ago for cancer of the stomach. He is one of our leading retail druggists and served a term as trustee of the St. Louis College of Pharmacy.

Two suits have thus far grown out of the use of the name of "Pears soap" by a Kansas City soap manufacturer. The latest papers were filed in the Circuit Court by A. & F. Pears, Limited, and asks that J. W. McCown, of the Paseo pharmacy, be enjoined from selling soap made by George S. Pears, of Kansas City, and marked "Pearl." The decision in this case will be of interest, as it will determine whether a man has a right to use his own name on packages put up by him, although the packages are similar in almost every detail to those put up by another firm of similar name.

Hector Labadie, proprietor of the largest drug store, wholesale and retail, in the city of Mexico, was a recent visitor to St. Louis. Señor Labadie was on his way to Europe, and stopped over on business connected with his agency for several large manufacturing chemists and wholesale drug houses. He says St. Louis drugs and proprietary medicines find a ready sale in Mexico, and the same may be said of the numerous other proprietary articles and druggists' sundries manufactured in that city. "The Mexicans are very progressive in their ideas," he said, "and we find a ready demand for the latest and most modern goods. The business is expanding rapidly. I have the Mexican agency for at least twenty-five of the largest firms in this country, and American manufactured goods are becoming more popular all the time." Señor Labadie and family spent several days in New York before sailing for Europe on November 8.

Indiana Board.

At the last meeting of the Indiana Board of Pharmacy, held at New Albany this month, the following candidate passed the examination: Registered Pharmacists: William B. Hopkins, New Albany, Ind.; Leslie E. Gillam, Owensboro, Ky. Registered Assistant Pharmacists: L. L. Raber, Goodland, Ind.; Miss Grace Clouse, Hope, Ind.; P. M. Bennett, Detroit, Mich. The next meeting of the Board will be at Indianapolis, Thursday, January 10, 1901.

Drummerdom.

Contributions for this column are invited. For available articles dealing with the news of traveling salesmen payment will be made.

Our Portrait Gallery.



G. P. WHITING,

New York and New Jersey Representative of Hance Brothers & White.

The subject of this sketch entered the corps of traveling salesmen through the ranks of the retail drug trade, having spent twelve years of his life behind the drug and prescription counter. His nine years' experience as a traveling salesman has been had mostly with the firm of Hance Brothers & White, though his first connection with the trade as a salesman was with a small wholesale drug house doing business in the western part of New York State. After a period of service with the Hammondsport Wine Co., of Hammondsport, N. Y., in the course of which he traveled through the New England States and also covered New York State, Pennsylvania, Ohio, Kentucky and West Virginia, and a brief connection with the Low Art Tile Soda Fountain Co., of Boston, he made satisfactory arrangements with Hance Brothers & White, and is now the capable representative of this firm in the States of New York, New Jersey and a portion of Pennsylvania. Mr. Whiting is to be found in attendance at most of the yearly gatherings of the pharmacists in the States where he represents his firm, and is highly popular and esteemed by a wide circle of friends and acquaintances in the retail trade.

Caught on the Fly.

Phil Christian, a traveling salesman for the Strother Drug Company, of Lynchburg, was arrested in Richmond on November 28, by request of the authorities of that city. Christian started out with a stock of samples valued at \$400, and it is alleged that he pawned these with Bachrach, of Richmond, for \$160.

The many friends of Ben Cooling, representative of Fairchild Bros. & Foster, will be sorry to learn that he is ill of typhoid fever at Lima, O. Mr. Cooling continued to work for a week after fever developed, not realizing the seriousness of his condition. On arriving in Lima, November 22, he was unable to keep up any longer, and Dr. Kohle diagnosed typhoid fever and secured him accommodations at the hospital there. The doctor reports that the disease is taking a favorable course up to the present time.

BOSTON

A. Stine was here a few days ago. He made a good impression on the trade, and that means orders for the firm of Elsner & Mendelsohn, New York.

H. Strassburger has had excellent success in convincing the trade hereabouts that it is an excellent time to restock sundries, and so S. Sherman & Co., of New York, have been receiving a fresh batch of orders.

F. L. Hayes, M.D., is a new knight to this section. He knows how to do the trick, however. He travels for the Electrozone Co., of New York.

E. H. Ross has just completed the rounds in the interest of the Crown Perfumery Co., of New York. He captured a goodly share of business.

The business in this section of Fraser & Co. has been receiving careful booming at the hands of that efficient worker, L. M. Sessions.

E. K. Sherman has just shaken off the dust from this town. He books orders for Bell & Co., of New York, and took away a satisfactory bunch.

Rudolph Wirth has been with us again, and the trade of E. Fougere & Co., of New York, has been receiving the usual careful attention.

Daubeney Brandreth took a trip to this city recently. He endeavored to push the sales of the Brandreth Co.'s goods, and his efforts met with good results.

BUFFALO

Among the enterprising traveling salesmen who cover the drug trade is J. M. Baird, representative of the Charles E. Hires Company, vanilla beans, etc. Mr. Baird was lately here and opened negotiations for an exhibit at the Pan-American Exposition.

One of the traveling men who is comparatively new to this territory is B. I. Hicks, who sells perfumes, etc., for Lazell, Dalley & Co. He is in Buffalo for a week's stay.

N. J. Lang, who has a quiver full of interests to look after, among them the New York Pharmacal Company, was in Buffalo late in November, doing the usual amount of good business.

Frank A. Weed, for so long a time with Whitall, Tatum & Co., selling glassware and druggists' sundries, found it convenient to make his business stop here during Thanksgiving week, which was nice all round, as he is a Buffalonian.

R. L. Tye, who has the Buffalo territory for Merck & Co., swung round this way about the end of November from Galveston and the Texas coast generally, where he has been selling disinfectants.

John Gleichmann, who is still rated as comparatively new to this territory, was here during the last half of November, selling chemicals for Rosengarten & Sons.

W. B. Robeson, junior member of the firm of Euler & Robeson, managers of the New York sales of the perfumes and soaps of the French house of Antoine Chris, was in Buffalo early in December.

One of the solid men in the drug trade, who always stops several days in Buffalo, is E. M. Willsey, who travels for the Albany Chemical Company. He is with us now.

ROCHESTER

C. H. Alker, who is now representing Magnius & Lauer, importers and manufacturers, of New York, was a recent caller on the Rochester drug trade.

E. H. Upton is doing good work in the interest of the Cleveland Refining Company. He was in Rochester last month.

E. I. Van Buskirk, the representative of the Sulphurine Remedy Co., of Syracuse, is making a specialty of their 99 remedies.

The back of his card has on it a catchy ad. for the popular 99 cures.

A. L. Palmer, of Morristown, St. Lawrence County, is representing the E. P. Best Manufacturing Co., of New Haven, Conn. Mr. Palmer has a pleasant, engaging manner and is eminently well qualified for a successful salesman.

James D. Sipp, formerly with the Coke Dandruff Cure Co., has severed his connection with the firm and has accepted a position with I. S. Johnson & Co., of Boston, to represent them in New York City and State.

H. E. Jones, the able representative of Bristol, Myers & Co., of New York, made us a call on his November round through the State.

Frederick B. Perry, representing Powers & Weightman, Philadelphia, was another anti-Thanksgiving caller on the Rochester trade.

B. I. Hicks spent a part of the last week of November with us. He had with him a fine line of the goods of Lazell, Dalley & Co.

O. J. Snow, of Syracuse, came up and looked in on us for a few days in the interest of C. W. Snow & Co., of that city.

Wm. J. N. Gervais, now representing Lehn & Fink, of New York, was in Rochester recently with samples of their pharmaceutical preparations and rare alkaloids, and took some very good orders.

Among the December visitors to the Flour City druggists was Charles J. Sohn, the ever genial, who comes from Loudon & Hill, Philadelphia, with sponges, chamols skins, corks, etc.

Mr. Breckon, who is now representing the Wm. S. Merrill Chemical Co., of Cincinnati, made us a call on his Eastern trip, arriving here the 4th. The time spent here was apparently profitably put in by him.

A. O. Rich announces his coming at an early date in the interest of Smith Brothers, of S. B. Cough Drop fame. This is the season for the cough drop man and the man with the cure for colds.

PHILADELPHIA A. B. Willson, of Ungerer & Son, the oil men of New York, has returned from a good trip to Boston.

Rudolph Wirth has left us again, this time going to Pittsburg, and no doubt Fougere & Co. will profit by the trip.

CINCINNATI J. Ed. Dehner, who is now traveling for Parke, Davis & Co., will spend his Christmas vacation here.

Max Fuchs, who hustles around the country in the interest of the sundry department for the Steil, Vogeler Company is home.

W. M. Price, the popular hustler who represents Bates Brothers, of Athol, Mass., is in this city this week. His trade is good.

Bob West, the clever traveling salesman employed by Hale, Justis & Company, will spend Yuletide at Brookville, Ind., his old home.

Edward J. George, who is well known to local drug jobbers all over the West, is here in the interest of the Davol Rubber Company.

Max Stern, who represents the National Sponge & Chamols Company, was in the Queen City last week taking orders for his goods.

CHICAGO Alexander Harris, city salesman for Johnson & Johnson, will leave for New York on the 19th. Mr. Harris captured a \$300 cash prize last year for the largest sale in plasters and surgical dressings, and says he will "hot foot" it down to New York for the prize again this year.

W. Howard Ogborn, general drug broker, of Cincinnati, is at the Auditorium Hotel. He said he had made a contract with a St. Louis house that would net him a year's salary. Mr. Ogborn was at one time connected with a Cincinnati perfume house, and when asked if he was sorry he had quit the perfume business he said he was so glad that he had rheumatism in his arm from shaking hands with himself so much.

Charles L. Gleeson, of Parke, Davis & Co.'s drug department, is at the Auditorium on one of his monthly trips through the West. Mr. Gleeson is a member of the Chicago Drug Trade Club.

G. W. St. Clair, Western manager for Johnson & Johnson, has gone to Cincinnati to round up orders.

George H. Currier, of the Abbott Alkaloidal Company, made a business trip to St. Louis recently in the interests of the firm he represents.

O. M. Thumler, traveler for Bauer & Black on the Pacific Coast, with headquarters at San Francisco for the last twenty-five years, has now charge of the entire traveling force and will live in Chicago. Mrs. Thumler for a number of years represented the Randolph Box & Label Co. and traveled with her husband. The secretary of the above company, in speaking of the matter, said he had lost his best traveler. Mr. Thumler will be succeeded by C. S. Ruggles, who formerly covered Iowa.

S. H. Black, of the firm of Bauer & Black, has just returned from New York, where he opened a branch house which will be in charge of W. H. Hall, who formerly represented the firm in Michigan.

A. J. Seguin, who covers Illinois for Hance Brothers and White's Chicago office, was one of those who came to Chicago to help elect a President.

Howard C. Matthiesen, formerly manager of the advertising department of Bauer & Black, will in the future represent that firm on the outside, working the south side of Chicago.

Dick Johnson, of Merck & Co., is in town on one of his regular trips. He has made application for membership in the new drug trade club.

J. B. Nordhem, who covers New York and Western Pennsylvania for the Chicago Label & Box Company, called at the home office recently, something he has not done before for two years.

Drug Trade Honors Gen. Molineux.

A testimonial dinner was given on Wednesday evening, November 27, at the Drug Club, to Gen. Edward L. Molineux by a number of friends in the drug, paint, chemical and oil trades, who had been associated with him in campaign work. A large gathering of representatives of these trades were present, and the occasion was an informal one and enjoyable. The tables were set in the form of an immense horseshoe, and the decorations were in exquisite taste.

Gen. Molineux has been marshal of the Republican and Sound Money divisions, for the trades mentioned, of the parades of 1888, 1892, 1896 and 1900. In recognition of this fact and as a token of esteem, he was presented with a marshal's baton of olive wood with gold mountings, typical of the trades represented, and bearing an appropriate inscription. The presentation speech was made by George J. Seabury, and the General responded fittingly. Other speeches, chiefly of a congratulatory character, were made by Major James B. Horner, George W. Fortmeyer, P. Rowe and S. V. V. Huntington. Among others present were:

Andrew B. Rogers, George R. Hillier, William Brookfield, John Anderson, E. W. Fitch, S. H. Carragan, David E. Green, George A. Meyer, James A. Webb, A. B. Gerner, Darwin R. James, Isaac V. S. Hillier, William S. Douglass, William De Zeller, J. Seaver Page, James G. Shaw, James Hartford, Thomas P. Cook, Charles A. Miller, R. P. Wilson, Charles O. Weisz, Samuel W. Fairchild and P. H. Fowler.

A movement to secure shorter hours for drug clerks is on foot at Springfield, Mass. The suggestion has been made that the stores employ two shifts of men, but the local druggists claim they cannot afford such a scheme. Neither is it profitable, they say, to keep a store open throughout the night there.

The Drug and Chemical Market.

Review of the Wholesale Drug Trade.

It should be understood that the prices quoted in this report are strictly those current in the wholesale market, and that higher prices are paid for retail lots. The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

New York, December 8, 1900.

THE steady upward tendency which has prevailed the past month or two has been checked in certain directions and trade during the period under review has been somewhat stagnant. The most important feature of the market has been a further decline in the price of quinine. At the bark sale in Amsterdam on the 6th inst 1,250,000 ounces of quinine in bark was offered and sold at a decline of 26 per cent. from previous values, and the price of quinine in this market has been correspondingly affected, with further concessions anticipated. The position of the staple crude drugs has improved in the face of limited supplies, as a result of short crops, and the outlook continues favorable to holders. Nothing has occurred to alter the situation as regards the position of opium, which is marked by a continued firmness, and values are fractionally higher as compared with previous quotations. The bulk of the fluctuations are due to natural causes and few speculative sales are to be reported. We note the following fluctuations:

HIGHER.	LOWER.
Opium.	Quinine.
Peppermint oil.	Saffron, true.
Bleaching powder.	Tartaric acid.
Aloes, Curacao.	Ergot, German.
Gum asafetida.	Oil anise.
Gum chicle.	Oil clove.
Jaborandi leaves.	O. sassafras.
Cotton seed oil.	Oil wormwood.
	Ipecac root.
	Orris root.
	Arrowroot, St. Vincent.
	Salol.
	Flax seed.
	Poenugreek seed.
	Spirits turpentine.
	Copperas.

DRUGS.

Alcohol is in unchanged position; producers are quoting \$2.45 to \$2.47, as to quantity, less the usual rebate.

Arnica flowers continue in good jobbing demand and firm at the range of 10c to 11c.

Balsams of the several varieties are not wanted to any extent at present, but prices are firm and unchanged. Fir is steady at the recent advance to \$2.75 to \$2.85.

Buchu leaves, short, are in good request, with desirable grades given the preference, and quotations are firmly

maintained at 25c to 32c, as to quality and quantity.

Cacao butter has not responded to the decline reported at the recent auction sale at Amsterdam, and we continue to quote 39½c to 41c for bulk and 46c to 48c for cakes in 12 pound boxes, as to brand.

Caffeine is well maintained at manufacturers' quotations of \$4.50 to \$4.75 for bulk as to quantity, but only a moderate demand is experienced.

Calabar bean is scarce and wanted at 8c to 10c. The scarcity and consequent higher prices of the bean has materially affected the price of eserine, which has been advanced \$4.00 per ounce and is now quoted at \$21.00.

Cannabis indica continues to show an upward tendency, in view of slight scarcity and the probability of the imposition of an export duty on the drug by the Indian Government. It is not now offered in this market below 55c.

Cantharides are in light supply, but the demand lacks animation; quoted 60c to 62c.

Cascara sagrada is maintained in firm position, with the current demand met at 4½c to 7c, as to quality and quantity.

Cassia buds are slow of sale and quotations are nominally unchanged at 24c to 25c, as to quality and quantity.

Castor oil is in steady, moderate request, with refiners' quotations well maintained at 12½c to 13½c for prime in barrels and 13c to 14c in cases.

Coca leaves continue in firm position, with current sales at the range of 26c to 30c for Truxillo and 38c to 40c for Huanuco.

Cocaine is reported to be extremely scarce and some of the manufacturers have been obliged to make purchases on the outside in order to fill contracts. The position of this article has been fairly indicated in these columns at intervals during the past six months, the continued appreciation in value being clearly foreshadowed in the fortnightly reviews of the market.

Cod-liver oil, Norwegian, is less actively inquired for; in fact, there may be said to be no seasonable demand, and with some pressure to realize from some quarters, the market is less firm in tone, though no desirable oil is offering below \$24.50.

Colocynth apples are meeting with a moderate sale, with prime Trieste quoted 40c to 42c and Spanish 17c to 18c.

Cream tartar has been more or less unsettled owing to active competition

between holders, but manufacturers do not offer powdered below 22c to 22½c, as to quantity.

Cubeb berries are without new feature of interest, either as regards price or demand, 11c to 13c being still quoted for whole and 15c to 19c for powdered.

Cuttle-fish bone is finding sale in a limited way at the range of 25c to 26c for prime Trieste, 85c to 90c for jewelers' large and 30c to 40c for small.

Ergot is dull and a slightly easier feeling has developed for German, which is quoted somewhat irregularly within the range of 54c to 57c. Spanish is nominally unchanged at 65c to 70c.

Jaborandi leaves are well sustained in the face of stronger advices from foreign markets, and 16c to 18c is now the quoted range.

Menthol is well maintained at \$4.00, though the demand has somewhat lessened, and it is rumored that prices are being shaded in some instances.

Opium continues in firm position, in view of further advices from Smyrna regarding the failure of the late fall sowings, and the article is well held up at a further advance to \$3.45 for cases, though there is yet a noticeable lack of important demand. Powdered is still obtainable at \$4.40 to \$4.50.

Quinine has further declined as the outcome of the bark sale in Amsterdam on the 6th inst., when 1,250,000 ounces of quinine in the bark was put up at auction and knocked down at a lower figure than has previously been paid. The average unit value paid was 8 Dutch cents as against 10.90c paid at the November sale, which represents a decline of 26 per cent. The agents of foreign manufacturers have already announced a drop in prices and now offer at 30c. The demand continues very limited and wholly against current requirements, there being still an absence of interest of a speculative character.

Saffron, Valencia, is tending downward, but the business passing at the moment is confined to jobbing lots, the trade apparently being disposed to purchase beyond actual wants. Orders are now being taken at the reduced range of \$8.75 to \$9.00.

Salol is generally offered at a lower figure, following a cut by an individual manufacturer, bringing the price down to \$2.00 to \$2.20, as to quantity; 10c additional is required on small packages.

Soap. Conti's white Castile, has marked a sharp advance owing to a recent advance in freight rates and a decline in exchange. Spot stock is now held firmly at 10½c.

Thymol continues in firm position, without, however, marking any further advance. The price in London is up to 20s, which is equivalent to \$6.25 laid down here.

DYESTUFFS.

Excepting for a firmer feeling in aniline oil and salt, there is nothing new or of special interest to report in this department.

CHEMICALS.

Acid salicylic is without quotable change in price, acid of American manufacture being held at 40c and foreign

45c. It is anticipated in some quarters that the dissolution of the combination among German manufacturers which is expected to take place in January, will lead to a cut in the price of imported.

Arsenic, white, is passing out freely into channels of consumption on contract orders and values are nominally unchanged at 4½c to 5c, as to brand and quantity. Sales of red are making at 7½c to 7¾c.

Bleaching powder is held spot at 2c and 2½c, but there is little business passing for prompt delivery, though a large business is reported in futures.

Blue vitriol is firmer, though not quotably higher; sales at 5½c to 5¾c.

Boric acid is selling fairly in a jobbing way at 10½c to 11½c for crystals and 11½c to 11¾c for powdered, as to quantity.

Chlorate potash, powdered, is in less abundant supply, and with the available stock concentrated in one or two hands values are fractionally higher, 9½c to 9¾c being now quoted.

Chloride of barium has advanced to \$40 per ton for spot lots.

Copperas is being offered at a sharp decline from previous prices, and recent sales have been at 45c to 60c.

Epsom salt continues in good jobbing demand with the current transactions at 90c to \$1.25, as to quantity.

Quicksilver is in better supply and slightly lower, being now quoted 67c to 67½c. The preparations of mercury are without quotable change.

ESSENTIAL OILS.

Anise is easier in tone and prices have further declined owing to competition. Supplies are freely offered at \$1.40, but trade requirements appear very limited.

Clove has receded a trifle since our last and the revised quotations are 57½c to 60c.

Lemon, bergamot, orange and the other Messina essences are being taken sparingly by the trade, but prices are not quotably lower.

Peppermint is held with increased strength and confidence, and prices are generally higher, with the lowest open quotation for bulk now \$1.10.

Rose has been in active demand, with numerous sales reported at the range of \$3.90 to \$4.75, as to quantity and quality.

Sassafras has declined and values for the two varieties—natural and artificial—are easier at the revised quotations of 42½c to 45c for the former and 36c to 40c for the latter, as to quantity.

Wormwood is not inquired for to any extent and supplies are offering more freely within the range of \$5.25 to \$5.50.

GUMS.

Aloes, Curacao, is fractionally higher, and the tendency is still upward, recent arrivals having been cleaned up at full figures. Holders appear to be firm in their views at 4c.

Asafetida is in diminished supply and holders offer very sparingly within the range of 30c to 35c, as to quantity, though ordinary grades are held at 25c to 30c.

Camphor is jobbing slowly, but val-

ues are well maintained at the quoted range of 60½c to 61½c for refined in bbls., 61c to 62c for cases, and 63c to 65c for Japanese in tablets and slabs.

Chicle has sold actively since our last, one transaction coming to the surface being a sale of 30,000 lbs. to arrive on p. t. The open quotation is 40c, though a shade less might be accepted on a firm quantity bid.

Gualac, kino, myrrh, mastic and other medicinal gums are quiet, but holders make no effort to urge sales and previous prices still prevail.

Senegal is selling fairly in a jobbing way at unchanged quotations.

Tragacanth continues in demand, but the sales are not in excess of jobbing proportions, though holders continue firm in their views at the range of 65c to 75c for first Aleppo, 55c to 60c for seconds, 75c to 85c for first Turkey, 50c to 55c for second, and 40c to 45c for third.

ROOTS.

Aconite is yet held at 14c to 15c, and we hear of a single sale of 500 lbs. at the inside figure.

Arrowroot, St. Vincent, is in better supply and holders are easier in their views, the quotation for 5 bbl. lots having been lowered to 8½c, single bbl. to 8¾c, and 40 and 50 lb. tins 9½c.

Golden seal continues to develop an upward tendency owing to limited offerings, but prices are nominally unchanged.

Ipecac is in better supply and now held at \$2.75 to \$2.85, a decline of 25c.

Jalap is quiet, but the market is steady at the range of 14c to 15c.

Orris, Florentine, has weakened in the interval and offers at 10c to 12½c, as to quality and quantity.

Senega is generally quoted at 45c to 40c, but this figure appears to be above buyers' views, and no important transactions were noted.

Snake, Texas, does not offer below 35c on spot, but holders and buyers are still apart in their views and there is little business passing.

SEEDS.

Ajowon, the source of thymol, is scarce and the light available supply is closely concentrated and now held at 15c.

Anise, star, is lower. Recent sales have been at 19c to 21c, as to quality and quantity. Italian is nominally unchanged at 8c to 8½c, and German 4½c to 5c.

Canary is slow of sale, but values are well sustained at the recent advance to 2½c to 2¾c for Smyrna and 2¾c to 3c for Sicily.

Caraway in this market reflects the easier tone abroad, and quotations have been reduced to 7½c to 7¾c.

Coriander prices have been revised to 3c to 3½c and 3¾c to 4c for unbleached and bleached respectively.

Flax seed is lower, 3½c per lb. being now quoted for ground, and \$6.50 per bbl. for whole cleaned.

Quince is easy, though not quotably lower; sales of prime German at 44c.

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CAUTION.

The publishers desire to caution subscribers against sending money by unregistered mail. They have recently received many complaints of losses incurred by failure to register letters containing money, and for such losses they decline to accept any responsibility whatever. All remittances should be made by exchange on New York, by post office or express money order or by registered mail. Where a check on a local bank is used ten cents should be added to cover the cost of collection charged by the New York City banks. All remittances should be made payable to American Druggist Publishing Co.

1900-1901.

IN reviewing the closing year we feel that we can with all due modesty congratulate our readers upon the rich harvest of pharmaceutical literature which we have garnered and laid before them in the pages of the AMERICAN DRUGGIST during the past twelve months. It may not be amiss here to call attention to the fact that the list of our contributors during that period embraces the names of nearly all of the most distinguished pharmacists and teachers in the United States.

THE BUSINESS MAN. For the next year we shall not only maintain the high standard of practical utility which has made the AMERICAN DRUGGIST essentially the journal for the man behind the counter, but propose to increase in several ways its practical value to the reader. Among the new features which will be instituted during the next year will be a department of store management, which will be conducted somewhat along the line of the department devoted to advertising, which has been so successful a feature in the AMERICAN DRUGGIST, and which will be continued and improved upon.

While we by no means wish to disparage the higher education of the pharmacist, we feel convinced that this alone is not sufficient to enable him to overcome the many obstacles to his success which changing conditions have placed in his pathway. The profes-

sional side of pharmacy has been fully covered in a number of text books which are creditable alike to authors and to the institutions with which they are connected, but the business side of pharmacy has yet to be considered in a thorough and exhaustive manner. That there is a demand for better commercial education among pharmacists generally is evidenced by the fact that many colleges are adding a commercial course to their regular curricula. For the benefit of those pharmacists who cannot take advantage of these courses we propose in the new department to cover the entire field of the commercial side of pharmacy, and will at the same time answer any questions which may be propounded bearing upon commercial methods.

HOW TO MAKE MONEY. The central idea of the series of papers will be that they will furnish instruction on how to make money in the drug business, for, after all, this is the main idea underlying all the work of the pharmacist. A difference of opinion exists as to how this may best be done, but it is, after all, the end to which all strive. The series will open with a consideration of preliminary education and of the pharmacist as a business man; then will follow detailed instructions as to the methods of opening a pharmacy. The considerations which enter into a selection of location, the character of the fittings, the proper proportions of stock, business methods, with instructions as to different methods of bookkeeping, will be fully discussed. This latter feature will be dwelt upon at some length, and in view of the fact that bookkeeping for the pharmacy is quite a different thing from that taught in the ordinary commercial colleges, this section of the series will undoubtedly prove of great and unusual interest.

All the departments which now constitute such highly appreciated features of our journal will be continued, and each will be improved upon and enlarged as opportunity offers.

For the new year we already have

promises of articles from a large number of the best known and most authoritative writers on pharmacy, and while our list is not as yet complete, but is being added to daily, we can already announce that our readers may expect to see during the year 1901 original articles in this journal from the pens of the following gentlemen:

H. V. Army,	J. E. Morrison,
Henry Biroth,	F. E. Niece,
A. R. L. Dohme,	E. L. Patch,
J. W. England,	A. B. Prescott,
Frank Edel,	H. H. Rusby,
Albert E. Ebert,	Charles Rice,
Louis Emanuel,	Charles A. Rapelye,
A. J. Embree,	Sidney Rauschenberg,
B. T. Fairchild,	L. E. Sayre,
F. W. Gordon,	H. W. Schimpf,
Willis G. Gregory,	W. L. Scoville,
H. P. Hynson,	Geo. H. Sloan,
Clay W. Holmes,	A. H. Schneider,
J. N. Hurty,	F. A. Steker,
Jos. F. Hostelley,	S. P. Sadtler,
Francis Hemm,	W. M. Searby,
P. E. Hommell,	W. B. Thompson,
G. Hinrichs,	D. J. Thomas,
J. H. Haydon, Jr.,	O. E. Thomas,
Joseph Jacobs,	Azoe Thurston,
G. H. C. Klie,	F. J. Welling,
M. N. Kline,	C. J. Wolfe,
W. H. Kerr,	S. W. Williams,
J. U. Lloyd,	L. L. Watters,
C. B. Lowe,	M. I. Wilbert,
Wm. Mittelbach,	I. Wells.

In passing out of the old into the new century we hope that the AMERICAN DRUGGIST carries with it something more than the mere esteem of its readers. That we feel sure of, but we hope that our years of constant, arduous and unremitting effort to uplift the calling of the druggist, to smooth his pathway and to lighten his labors may have won for us a feeling somewhat warmer than mere esteem and approximating genuine and hearty friendship.

THE TRIPARTITE PLAN.

REPORTS from various sections of the country would indicate that the operation of the tripartite agreement among the manufacturers of and dealers in patent medicines is beginning to be felt. One of the earliest indications of the enforcement of the plan comes from Wheeling, W. Va., in the form of a \$50,000 damage suit against several jobbing druggists and members of the Wheeling Druggists' Association, who are charged with conspiring to ruin the business of the complainant, a druggist of Wheeling, who has been for about two years past conducting a cut rate store. The complaint sets forth that prior to December, 1898, Charles R. Goetze, the complainant, was a member of the Wheeling Druggists' Association, and also treasurer of the organization. A store located at the time near his place

of business began to cut prices on patent medicines. Goetze asked permission from the association to cut prices on the same articles in order to compete with the other druggist, as it was impairing his trade. The association refused to grant him the permission, and he cut his prices. He then began to cut the price on all patent medicines and prescriptions. This occurred about December 3, 1898. The association at a meeting on December 7 agreed not to buy from any jobber or manufacturer who sold to any cut rate druggist in the city, and framed a resolution providing for the issuing of small cards to salesmen representing foreign jobbers and manufacturers, authorizing them to sell goods to members of the association, and in the card they obligated the salesmen not to sell any druggist who cut the prices on any article.

The defendants, together with the members of the Wheeling Druggists' Association, about forty in number, are charged with making war on Goetze in the organization, as, by reason of intimidation, he was prevented from buying goods from wholesalers anywhere in or about the city, with whom he had been dealing. Many said they would like to sell him, but could not since by doing so so they would lose the trade of all the other druggists in town. Owing to this alleged boycott Goetze was compelled to buy his goods from firms very far removed, which occasioned heavy freight charges, and he states that in some instances the delay was so great that he lost custom, since people would not wait until the goods arrived but took their trade to some other store. By such "wrongful conspiracy and boycott" the complainant sets forth that he has been damaged in the sum of \$50,000, and therefore brings suit to recover.

As told elsewhere in this issue, three suits for damages have been begun by a prominent Philadelphia druggist, who says that he has been so boycotted by the various pharmaceutical associations in his vicinity as to be compelled to buy at retail and sell at cut prices, entailing a great loss. The defendants in these suits are the Philadelphia Association of Retail Druggists, the "resident members of the National Association of Retail Druggists" and the "resident members of the National Wholesale Druggists' Association."

The outcome of these suits will be awaited with considerable expectancy by the organized druggists of the country. We are of the opinion that it will be a much more difficult matter than the complainants have any idea of to prove "wrongful conspiracy and boycott," and the suits will be more apt to cover them with costs and other hardships than either profit or glory.

A PRIZE FOR AN ESSAY.

FEW pharmacists will question the importance of preserving harmonious relations between those who follow the correlative professions of medicine and pharmacy. Nor is it likely to be disputed that the observance of a strict professional courtesy between the doctor and the druggist conduces to the advancement and best interests of the two professions. The attitude of antagonism which some pharmacists display in their relations with members of the medical profession cannot but be deplored. It is true, of course, that a certain class of pharmacists can afford to ignore the physician to the extent of making no effort to cater to his patronage; but a pharmacy in which such a system is followed is usually less of a prescription pharmacy and more of a department store than a well-regulated pharmaceutical establishment.

This subject of the relations that should exist between the doctor and the druggist is one of the greatest importance to pharmacists. Every practicing pharmacist must admit the close connection which exists between success in business and the maintenance of friendly relations with the physicians of the locality in which the business is conducted.

How to cultivate the physician and regulate the business so as to secure more harmonious relations and give reputation, trade and prosperity to his business should be a question of supreme importance to every druggist, and with a view of drawing out the views of our readers upon this subject we hereby offer a prize of \$10 for the best essay respecting the relationship which should exist between the doctor and the druggist. Among the divisions of the subject which should receive attention in an essay are points concerning counter-prescribing, substitution, the ownership of the prescription, the dispensing of medicines by physicians, advertising to physicians, how the doctor should treat the druggist, etc.

We mention these divisions of the subject in the way of suggestion merely, and a more extended treatment will probably commend itself to many of our essayists.

It is our intention to offer prizes at intervals for the best essay on the subject to which it relates, and we shall invite a general participation on the part of our readers. New subjects will be announced from time to time.

Intending contestants are requested to note that essays on "The Relations that Should Exist Between Doctor and Druggist" are to be received not later than January 7, 1901, for publication in one of the January numbers.

CRYOSCOPY IN THE EXAMINATION OF EXTRACTS.

IN an editorial article on Cryoscopy in Pharmacy, which appeared in the AMERICAN DRUGGIST for December 10, 1900, we gave a general summary of the subject of the determination of freezing points, and mentioned that it has been suggested that this process be applied to the testing of pharmaceutical extracts in a manner analogous to that already employed by Koranyi (¹), Poehl (² to ⁴) and Bouchard in testing the molecular composition of various body fluids in health and disease.

In the present article it is our purpose to give in a condensed form the process of cryoscopy as applied to the examination of aqueous solutions of extracts. The method here described is that recommended by Professor Alexander von Poehl, of St. Petersburg, whose article on the subject appeared in a recent number of the Vienna Pharmaceutische Post.⁽⁵⁾

The ordinary examination of drugs very rarely includes the determination of their molecular weights. If there were an easy way of finding the molecular weight of a given drug in solution, one could readily detect adulterations and impurities, inasmuch as such imperfect products would differ materially in their molecular composition from the standard substances.

The cryoscopic method of testing extracts is as follows: The freezing point Δ of an aqueous solution of the extract, which contains a known weight of the dissolved substance, is first determined. The osmotic pressure of the solution is next calculated from the figure Δ obtained for the freezing point, and this pressure P_a is expressed in atmospheres as follows:

$$P_a = 1207. \Delta$$

In order to be able to compare this value independently of the strength of the solution, the osmotic pressure is calculated for a 100 per cent. solution of the substance examined. This last value, K_{100} , or the osmotic co-efficient, is found by means of the formula:

$$K_{100} = \frac{1207. \Delta}{p}$$

in which p stands for the strength of the solution expressed in percentages.

Of course, cryoscopic examinations are only control tests; for the vegetable extracts are very complex substances. Yet cryoscopy gives important testimony as to the character of the substances in solution.

As the freezing point depends upon the molecular concentration of the substance tested the value of the co-efficient K_{100} will be inversely proportional to the molecular weight of such substance. The greater the proportion of constituents with low molecular weights, the larger will be the value K_{100} , and the greater the proportion of substances with high molecular weights, the lower will be the value of K_{100} . Hence, by cryoscopy we can easily determine the presence of proteids, resins, carbohydrates and other classes of substances with high molecular weights.

A still better idea of the character of the dissolved substances may be obtained from a cryoscopic examination of solutions of various strengths; for

thus we can deduce the power of dissociation of the dissolved substances from the differences in the value of the co-efficient K_{100} , thereby gaining an insight into the chemical nature of the substances in question.

In addition to the pharmaceutical value of these cryoscopic examinations these tests are very valuable in explaining certain therapeutic effects of the extracts, for osmotic pressures play an important role in the animal economy, as has been shown by the researches of Hamburger (⁶), v. Limbeck (⁷), Massart (⁸), Wladimiroff (⁹), Hirschmann (¹⁰), Talmann (¹¹), Dreser (¹²), Koeppe (¹³), v. Koranyi (¹⁴), Strauss (¹⁵), Fano and F. Bottazzi (¹⁶), and Poehl (¹⁷) in the publications referred to below:

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- (¹) V. Poehl, *Pharmaceutische Post*, Vienna, November 4, 1900.
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- (⁴) Poehl, *Verhandl. d. XVII Kongr. f. Innere Medizin in Karlsbad*, April 12, 1899.
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- (⁹) Hirschmann, *Pfueger's Archiv*, 1891, p. 301.
- (¹⁰) Talmann, *Zeitschr. f. physik. Chemie*, 1896, p. 180.
- (¹¹) Dreser, *Archiv. f. experiment. Pathologie und Pharmacologie*, 1892, p. 303.
- (¹²) Koeppe, *Zeitschr. f. physikalische Chemie*, 1895, p. 260.
- (¹³) V. Koranyi, *Physiologische und klinische Untersuchungen ueber den osmotischen Druck thierischer Flussigkeiten*, *Zeitschrift fuer Klinische Medizin*, 1897, Bd. 33, Heft 1 und 2.
- (¹⁴) Strauss, *Zeitschr. f. Klinische Medizin*, 1898.
- (¹⁵) G. Fano and F. Bottazzi, *Jahrbuch f. Thierchemie*, 1897, p. 172.

Haschish Dreams.

A physician, we are told, lately took haschish (extract of cannabis indica), with a view to analyzing the wonderful dreams it is credited with creating for its devotees, but he does not seem to have been very successful, for he describes his sensations as being agreeable after twenty minutes, "very pleased with myself, and versatile," he puts it, and then a figure in a drawing he had before him nodded to him, following which curious event he was suddenly whisked off, as if by a whirlwind, losing all consciousness, to regain it some time after in a room which seemed "to heave up and down," and with his memory troubled with but one picture, which, however, he speaks of as being "very vivid," but doesn't tell us what it was.

Holland employs twice as many women in pharmacies as men, because the labor is, of course, cheaper, and the fair ones are paid about 425 francs with board and lodging, and 850 to 1,275 without; while the male assistant requires 635 with board, and from 1,000 to 1,700 without.

KEPHIR: ITS PREPARATION COMPOSITION AND PROPERTIES.

KEPHIR is a peculiar fermented milk which the mountaineers of the Caucasus and the Musselmans have a great liking for, and whose mode of manufacture was for a long time kept secret. These people rarely take milk in its natural state; they first ferment it by a process which is now well known. Thus, as early as the thirteenth century the Tartars made use of koumyss, prepared exclusively from goat's milk. In the same way the mountaineers of the Caucasus prepared kephir with different kinds of milk, but most commonly from cow's milk. It is a tradition in the Caucasus that the formula for kephir was bequeathed to humanity by Mahomet, although it is also a matter of belief that the ferment from which kephir is made grows on a particular species of shrub, which is found only on the mountain slopes in the lower regions of eternal snow.

We now know that kephir is produced from milk by the fermentation of a fungus growth—the ferment of the kephir, the origin of which is unknown, though it has been well studied, especially by Dmitrieff. The ferment is found only in the Caucasus. In the fresh state it occurs as solid elastic granules, gelatinous, whitish-yellow in color, spherical or oval in shape, and varying in size from one millimeter to five centimeters. The smaller masses have a smooth surface, while the larger are downy in appearance and resemble little heads of cauliflower. When examined through a microscope the kephir ferment is seen to be composed of two perfectly distinct micro-organisms, in form as well as from a biological point of view. It is composed of yeast cells and bacilli. The yeast is a variety of beer yeast, sometimes unconnected, sometimes united by pairs or in series, round or oval, which multiply by budding.

The bacilli, which constitute a more important factor than the yeast in the fermentative process, take the form of short cylindrical rods, which multiply by fission, and the formation of spores. Kern has applied to this form of bacilli the generic title *dispora*, and the kephir species has been named *dispora Caucasica*. Other micro-organisms are probably contained in it, particularly the lactic ferment, and they doubtless play an important part in the kephiric fermentation of milk.

When the kephir ferment is dropped into milk it first falls to the bottom of the vessel, but as fermentation proceeds the bubbles of carbonic acid, which form on the surface of the grains, arise to the surface, carrying with them the adherent grains of the ferment. If the vessel is agitated the bubbles are broken up and the grains fall again to the bottom, soon to be brought to the surface again by the further liberation of carbonic acid.

Kephir is prepared in two ways. The original method employed by the mountaineers of the Caucasus gives what they call bottled kephir. Fresh cow's milk or goat's milk is poured into a goatskin flask and to this the necessary

¹ Translated for the AMERICAN DRUGGIST from an article by Prof. E. Deroide in *Repertoire de Pharmacie*.

quantity of ferment is added. The flask is closed and kept in summer in a shady place and in winter in a warm room. The liquid is shaken frequently while fermentation is going on. This is generally attended to by the children, but it is an old custom that wayfarers and those who pass on horseback give the bottle a kick in passing. At the end of one to two days the kephir is decanted to separate it from the mass of ferment which has increased in volume and weight, and it is then ready for use. In this method the initial ferment retains its strength, and it only suffices for the production of a fresh supply of kephir to mix the fresh milk with the deposit which is formed at the bottom of the goatskin bottle.

In the second method a dried ferment is used, which is an article of commerce. It is yellow and sometimes brown in appearance, while hard and brittle to the touch. A sufficient quantity of the ferment being added, it is left to stand in a temperature of 18 to 20 degrees C. for about 24 hours, the bottle being shaken at frequent intervals. At the end of this time the liquid is strained through muslin into a bottle, which is hermetically sealed and shaken from time to time. The fermentation continues in the bottle and the kephir is ready to drink on the first, second or third day, according to whether it is preferred poor or rich in alcohol. The different qualities are indicated in the trade by numbers, as Nos. 1, 2 and 3, indicative of the period of fermentation.

These are the methods of manufacture that have been followed in the Caucasus and elsewhere for a great many years, and it is very certain that the processes are faulty. In the first place the milk is exposed to infection from the air, and in spite of all the care which may surround the operation of mixing and fermentation, the fluid obtained is not in a state of good preservation, the lactic and butyric acids contained in it transforming it into a pulp of a repulsive odor, the use of which is not without danger. In a hospital for children where the infants had been treated to a diet of kephir, prepared under these conditions, serious disorders of the digestive tract had been reported.

M. Salleres experimented in the laboratory of the Pasteur Institute at Paris with a view of evolving a rational and scientific method of preparing kephir. Instead of employing the grains of commercial kephir contaminated by numerous bacteria, he employed the isolated ferments of these grains, making pure cultures of these germs with the milk carefully sterilized by a quick heat to 120 degrees immediately after the milk is taken from the cow. The heating process is followed by a sudden cooling. The fermentation is allowed to develop in copper pans during a period of nine to ten days. During all this time only filtered air is admitted to the liquid to convey the oxygen necessary to the life of the aerobic micro-organisms contained in the milk. When only a small amount of sugar of milk is shown to be contained in it by analysis the kephir is introduced and the liquid transferred to sterilized bottles closed with a rubber stopper with a wire attachment. The bottles are stored away in the cellar. Fermentation develops and the kephir is charged with carbonic acid, which gives it a slightly pungent flavor and

a tart and agreeable taste. While this operation is inconvenient, necessitating complicated and delicate workmanship, it has at least the advantage of yielding a kephir which can be kept for two months in winter and one month in summer. Its keeping qualities are limited; diastasic products are formed which coagulate the casein; its appearance is changed, decomposition sets in and it can be no longer used.

Regarding the composition of kephir it is plain that the liquid prepared by M. Salleres' process has a different composition from that made by the older methods. By the old method kephir was made after three days' fermentation of cow's milk, and Tuschinsky, a Russian pharmacist, who has had occasion to analyze several samples, gives the composition of kephir No. 2 (two days' fermentation) as follows:

Specific gravity.....	1026
	Gr. per liter.
Albuminoids	38
Fat	20
Sugar of milk.....	20.025
Lactic acid.....	8
Alcohol	9
Water and salts.....	904.975

The above represents the composition of kephir of medium strength. It is evident that the alcoholic content varies with the duration of the fermentation; weak kephir is the result of 24 hours' fermentation, the medium kephir is that of 48 hours, and the strong that of three days.

Salleres' kephir is fermented for a longer period, and the effect of this extended fermentation on the elements of the milk is shown in the following analysis by M. Grandeau, director of the Agricultural Station of the East, in June, 1898:

Specific gravity at 15° C.....	1.013.5
Sugar	Traces.
Lactic acid.....	0.244 in 100
Alcohol	2.7 in 100
Casein and albumen.....	2.425

The author has examined several samples of the same kephir and his notes show it to be a perfectly homogeneous fluid of the appearance of milk, but not so opaque; it does not separate, is foamy and has a peculiar odor and a slightly acid taste. When heated it clots. Its analysis showed the following composition:

Specific gravity at 15° C.....	1.013
	Gm. per liter.
Acidity expressed in lactic acid.....	6.37 to 7
Fatty bodies.....	2.00 to 2.30
Sugar of milk.....	None.
Albuminoids (calculated from total nitrogen).....	39.50 to 40.50
Extractive	41.00 to 43.50
Phosphoric acid.....	0.075 to 0.080
Chlorides	2.25 to 2.45
Alcohol.....	1.8 to 2 per cent.

The small portion of butter contained in this kephir is accounted for by the fact that skimmed milk is used in its preparation. Fatty matters are not always easily digested by patients suffering from diseases of the stomach and the intestines. Besides, where whole milk is employed the cream rises to the surface of the liquid, where it forms a thick layer unpleasant to the palate.

The complete disappearance of the sugar of milk is due to the long fermentation to which the liquid has been subjected. If it is borne in mind that the milk contains at least 45 grains per liter of lactose, we can easily conclude

that the whole of it has not been converted into alcohol, a considerable portion having been modified and converted into lactic acid, which explains the appearance of this acid in kephir.

When milk is mixed with the ferment of kephir a portion of the sugar of milk is converted into alcohol and carbonic acid, there being formed at the same time small amounts of glycerin, succinic and acetic acid, which invariably appear as secondary products in the alcoholic fermentation. Another part of the sugar of milk is decomposed into lactic acid.

It has been noted that the ferment of kephir is composed of two distinct micro-organisms, one yeast and one bacterial. What part does each play in the kephiric fermentation of milk? Sugar of milk is not, like glucose, directly fermented. It results, like ordinary sugar or saccharose, from the union of two molecules of glucose with the loss of one molecule of water, and requires before fermentation a separation, hydration which changes it into a glucose-like body (dextrose and levulose being generated from saccharose and glucose and galactose from sugar of milk). Yeast cannot be built up from alcohol and carbonic acid. In order to explain the fermentation of sugar of milk we must admit that the bacterium related to the yeast possesses the property of conversion, owing probably to the secretion of a soluble ferment, a kind of diastase, analogous to the invertine of beer yeast. Once the sugar of milk is converted into the glucose peculiar to it, these are transformed into lactic acid by the bacteria and into alcohol and carbonic acid by the yeast. In this variety of fermentation there is a kind of commensalism in which one of the micro-organisms combining with another produces a new substance which cannot again be decomposed. The alcoholic and lactic fermentations are not the only phenomena which take place in the conversion of milk into kephir. At the same time as the lactic acid is formed casein is precipitated by it in the form of thin flakes which collect and form a thick layer in the upper part of the liquid. As the fermentation proceeds this layer liquefies and the mass again becomes fluid and homogeneous, showing that a partial peptonization of the casein takes place.

Kephr is simply fermented milk just as koumyss is, but the former has the advantage of being more agreeable to the taste. From the alimentary standpoint it is a valuable nitrogenous food, and the alcohol and carbonic acid which it contains makes it an agreeable drink, while it is as well a true stimulant of the digestive organs.

A Cuban Pharmaceutical Journal.

The "Revista de la Asociacion Medico-Farmaceutica de la Isla de Cuba" is the title of a medico-pharmaceutical publication recently established at Havana. As its name indicates it is the organ of the Medico-Pharmaceutical Association of the island of Cuba, and the third (November) number of the journal contains much that is, or should be, of interest to the pharmacists of Cuba in view of the transitional stage in which the legal regulations concerning pharmacy are at present.

Druggists' Course in Optics.

A course of study intended to prepare the Druggist for work as an Optician. Conducted by C. H. BROWN, M.D., President, The Philadelphia Optical College.

(Seventh Paper)

Lenses.

LENSES are made from rock crystal or pebble and glass; the first is a natural, the second an artificial product. It would seem no more than reasonable to infer that Nature's product would be much preferable. Pebbles are indeed harder and more brilliant and susceptible of a higher polish, but the claim that they are better for the eye rests on no good foundation. Oftentimes the so-called pebble spectacles that have been bought at a high price from some itinerant optician, and that apparently afford so much comfort to the wearer's eyes, are found when tested to be nothing more than glass. The writer has personal knowledge of cases where it was desired to change pebbles from an old worn-out frame to a new one, the patient making special request that the lenses be not disturbed as he could not wear anything but pebbles; and where glass lenses of the same number were substituted without the patient's knowledge, and without any abatement in the satisfaction afforded by the glasses, so that we are almost compelled to conclude that the superiority of pebbles is largely in the imagination.

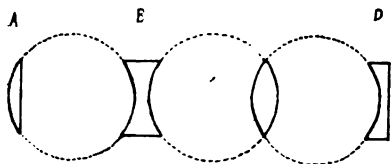


Fig. 1.—Showing Cross Sections of Spherical Lenses.

Spherical Lenses.

A spherical lens is said to be a section of a sphere, as shown at A, or of two spheres as at C. They are ground on tools whose surfaces have the shape of a sphere. There are two general classes of lenses, convex and concave; the first is ground on the inside of a hollow revolving sphere (A), and the second class on the outside of a revolving sphere (D). Such a lens is a plano-sphere, one surface being plane, and the other curved.

When both surfaces of a lens are ground on the revolving sphere, a double spherical lens results, as shown at B, which is called a bi-concave lens, and C bi-convex lens.

The dotted lines represent an entire sphere, but in the actual work of grinding lenses, segments of the whole having the same curvature are employed.

In addition to the double spherical lens described above there is another

form that is called periscopic, which is convex on one surface and concave on the other, instead of both surfaces being convex or both concave, as in the double lens. There is also another point of difference: in the double lenses both surfaces have a curvature corresponding to the same size sphere, whereas in the periscopic lenses one surface is a section of a large sphere, and the other of a smaller one.

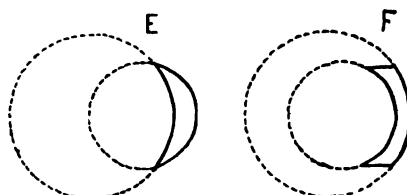


Fig. 2.—Showing Cross Sections of Periscopic Lenses.

This is illustrated in the above diagram, where E represents a periscopic convex lens, one surface being convex and the other concave.

The former, having the shorter radius of curvature, predominates over the latter and classifies the lens as convex.

F represents a periscopic concave lens, one surface convex and the other concave; the latter, having the shorter radius of curvature, predominates over the former and gives the lens its distinctive character as concave.

If the convex and the concave surfaces of a lens had the same radius of curvature one would neutralize the other and the result would be a lens of no focus and without refractive power.

Advantages of Periscopic Lenses.

The ideal way to correct an optical defect would be to place the required lens inside the eyeball and make it an integral part of the eye. This being impossible, it is placed in front of the eye, but unfortunately it cannot move with the eye. Therefore in order to obtain the full benefit of the lens and avoid the disturbing effect of looking through its edges, the head should be turned instead of the eyes. Periscopic lenses on account of their shape allow of a freer range of vision, and hence are considered preferable, except in the stronger numbers.

There is an interesting fact in connection with these two forms of lenses that should be known to every optician: an eye that has become accustomed to one form cannot with comfort always change to the other. The following is not an uncommon experience: a person who has been wearing glasses without complaint goes to an optician to buy a new pair like the old ones. The optician measures their strength, and

gives a new pair of the same focus, and for the moment everything is apparently satisfactory. But the patient soon finds that the new glasses are uncomfortable and they speedily become increasingly so. He returns to the optician with his tale of woe, who measures the focus and finds it the same as his former glasses, assures him the new glasses are just like the old ones, and advises a continuance in their use. The customer tries them again with the same unpleasant result, until he finally becomes disgusted with them and perhaps incensed at the optician. The secret of the trouble is not in a difference of focus, but in a change from one form of lens to another; perhaps he had been accustomed to wearing periscopic, while the new ones are double, or vice versa.

A New Process for Deodorized Tincture of Opium.

Fred. T. Gordon proposes the use of paraffin in the preparation of deodorized tincture of opium (*Am. Jour. Phar.*, December, 1900), though he does not claim the credit for originating the idea, but merely for its elaboration on a practicable basis. Following is the process proposed:

Take of granulated opium, of U. S. P. standard, 100 Gms.; put this in a suitable bottle and add 300 Cc. of boiling water. Macerate for from 24 to 48 hours, according to the fineness of the opium, with frequent agitation; then transfer the drug and menstruum to a percolator, and percolate in the usual manner with tepid water until the drug is thoroughly exhausted (i. e., until a drop of the percolate is entirely free from taste and gives only a slight cloudiness with Mayer's reagent), reserving the first 300 Cc. of percolate and collecting the dilute percolate separately. Evaporate at a gentle heat the dilute percolate to 200 Cc., mix this with the concentrated portion and bring both to a temperature of about 180 degrees F. in a suitable evaporating dish. Now add 150 Gms. of paraffin, U. S. P., having a melting point of 120 degrees approximately, in small pieces, and when this has melted and become fluid agitate the two liquids together thoroughly for five or ten minutes, until the paraffin no longer seems to darken in color. Set the dish aside until the paraffin has cooled and hardened, break the crust and pour off the deodorized aqueous solution of opium from it, washing out the dish and the under side of the paraffin crust with a small quantity of water to remove adhering tincture. Filter the solution of opium through a good filter, make up to 800 Cc. with cold water added through the filter, add 200 Cc. of alcohol, and make up to 1,000 Cc. with sufficient water to balance the loss from shrinkage of the mixture of alcohol and water.

The resulting product is a clear, deep red-brown tincture, bright and transparent, entirely free from odor of opium and possessing a clean, bitter taste slightly suggestive of that drug. This tincture is permanent; does not precipitate on standing and fully represents the desirable qualities of opium. The advantage of the process just stated as a practical working one will be apparent at once to the pharmacist; instead of having to deal with a highly volatile and inflammable solvent that

must be separated from the aqueous layer by troublesome decantation, he simply has to pour off the deodorized percolate from a solid body; indeed, the veriest tyro cannot fail of success along these lines.

Gathered Formulas.

(Continued from page 840.)

Theatrical Face Paints.

WHITE.

Prepared chalk.....	parts	40
Zinc carbonate.....	parts	40
Bismuth subnitrate.....	parts	40
Asbestos.....	parts	40
Expressed oil almonds.....	parts	25
Camphor.....	part	1
Oil peppermint.....	parts	5
Perfume.....	parts	5

PINK.

Zinc carbonate.....	parts	250
Bismuth subnitrate.....	parts	250
Asbestos.....	parts	250
Expressed oil almonds.....	parts	100
Camphor.....	parts	55
Oil peppermint.....	parts	55
Perfume.....	parts	25
Eosin.....	part	1

DARK RED.

Like the preceding, but colored with solution of carmine.

BLACK.

1. Lampblack.....	part	1
Cacao butter.....	parts	6
Oil neroli.....	sufficient	

Melt the cacao butter and the lampblack, and while cooling make an intimate mixture, adding the perfume toward the last.

2. Lampblack.....	part	1
Expressed oil almonds.....	part	1
Oil coconut.....	part	1
Perfume.....	sufficient	

Beat the lampblack into a stiff paste with glycerin. Apply with a sponge; if necessary, mix a little water with it when using.

HORTICULTURAL INK FOR ZINC LABELS.

Potass. chlorate.....	dram	1
Copper sulphate.....	drams	2
Aniline blue.....	grains	5
Acetic acid.....	drams	2
Distilled water.....	ozs.	4

Dissolve the chlorate and sulphate in 3 ounces of water and the aniline blue in 1 ounce with the acetic acid. Mix the solutions.

SYRUP OF CHERRIES.

Essence of cherries.....	ozs.	4
Citric acid.....	ozs.	3½
Cane sugar.....	lbs.	6
Distilled water.....	pints	10
Liquid cochineal.....	sufficient	

Dissolve the sugar in the water, and, when cold, add the other ingredients. The essence of cherries is made as follows:

Morella cherries.....	ozs.	18
Blackheart cherries.....	ozs.	18

Put them, whole, without stalks, but with the stone, into a wide-mouthed jar and pour on 20 ounces of alcohol (90 per cent.), cork up securely, and allow to macerate for eight months. Then decant the liquor and pour in 20 ounces of alcohol (40 per cent.). After two months decant, press the fruit, mix the pressed liquor with the tincture from the two macerations, and dissolve in it one part of powdered sugar for each four parts by weight of the liquor. Allow to stand a few days, then filter.

FREEZING MIXTURES.

I.

Potassium nitrate.....	lbs.	2
Ammonium chloride.....	lbs.	2
Water.....	pints	5

Mix.

II.

Potassium nitrate.....	lbs.	2½
Ammonium chloride.....	lbs.	2½
Sodium sulphate.....	lbs.	4
Water.....	pints	9

Mix.

III.

Ammonia nitrate.....	lbs.	4
Water.....	pints	4

Mix.

IV.

Sodium sulphate.....	parts	8
Dilute hydrochloric acid.....	parts	5

Mix.

V.

Snow.....	part	1
Water.....	part	1
Sulphuric acid.....	parts	4

Mix.

VI.

Snow.....	parts	3
Calcium chloride.....	parts	4

CORN PLASTER.

Yellow wax.....	parts	24
Venice turpentine.....	parts	8
Resin.....	parts	2
Salicylic acid.....	parts	2
Balsam of Peru.....	parts	2
Lanolin.....	parts	4

ARNICA SALVE.

Solid extract of arnica.....	ozs.	2
Resin ointment.....	ozs.	16
Petrolatum.....	ozs.	4
Sulfanas.....	ozs.	16
Fine-cut tobacco.....	oz.	1

Boil the raisins and the tobacco in 40 ounces of water until exhausted, express the liquid, and evaporate down to 8 ounces. Soften the arnica extract in a little hot water and mix in the liquid. Melt the resin ointment and petrolatum together, and add the liquid to the melted mass and incorporate thoroughly.

DIETERICH'S HAIR TONIC.

Quinine hydrochloride.....	drachm	1
Iannin.....	drachms	2½
Alcohol.....	ozs.	27½
Tincture of cantharides.....	drachms	2½
Glycerin.....	ozs.	3
Cologne water.....	drachms	10
Vanillin.....	grains	1½
Powdered sandalwood.....	grain	½

Let the mixture stand for four or five days, and filter. The scalp is to be rubbed with the lotion every other day.

MEDICAL TREATMENT FOR TOOTHACHE.

Dr. P. Ritter alludes (N. Y. Med. Jour.) to the fact that the physician is frequently called to see persons suffering from sudden affections of the teeth. For a periostitis he advises the careful cleansing of the cavity and the subsequent application of this anodyne mixture:

Morphine sulphate.....	grains	3½
Cinnamon water.....	drachms	2
Peppermint water.....	grains	15

This to be applied to the painful tooth on cotton. If a pulpitis exists the pain may be relieved by painting the skin with the following solution every two hours and covering it with cotton:

Chloroform.....	drachms	2
Balsam Peru.....	ozs.	1½

FOR CONSTIPATION IN CHILDREN.

The New York Medical Journal gives the following formula as a most effective remedy for constipation in children:

Powdered rhubarb.....	grains	22½
powdered ipecacuanha.....	grains	4
Sodium bicarbonate.....	grains	60
Syrup.....	ozs.	4

The dose is a teaspoonful every three hours.

(To be continued.)

ADLUMIA CIRRHOSA, A NEW PROTOPINE-BEARING PLANT.¹

By J. O. SCHLOTTERBECK.

Ann Arbor, Mich.

Adlumia cirrhosa, which is variously known as Alleghany vine, mountain fringe and climbing fumitory, is a delicate vine, climbing by its slender young leaf-stalks over high bushes in wet woods from New England to Michigan, Eastern Kansas and southward. It is also largely cultivated in gardens because of its beautiful, finely-cut foliage. It is a member of De Candolle's *Fumariaceae*, a family so closely related to the *Papaveraceae* that modern systematists have agreed that it more properly occupies the position of a tribe of the latter family.

Since all plants of the *Papaveraceae*, as far as they have been studied, are alkaloid-bearing, one would be reasonably safe in assuming that all other plants of this family contain one or more alkaloids. Indeed, it would seem strange if we should encounter a plant of this family that would fail to respond liberally to the tests for alkaloids. This process of reasoning led me to take up the chemical study of the above-named plant.

For this investigation the plant, which is a biennial, was collected in the fall of the first year's growth from the botanical garden of the University of Michigan. The roots were dug, washed, separated from the leaves and stems, and carefully dried with the aid of artificial heat. Of the thoroughly dried root, which was ground to a No. 40 powder, 10 Gms. were macerated 24 hours in a closed flask with 100 Cc. modified Proliss fluid. About 10 Cc. of the filtered fluid were then evaporated to dryness on the water-bath, and the residue taken up with several small portions of water acidulated with acetic acid. The filtrate gave abundant precipitates with Mayer's and Wagner's reagent and with ammonia water, thus indicating the presence of alkaloids. The approximate yield was estimated gravimetrically with 25 Cc. of the Proliss extract, and was found to be about 1 per cent. The leaves contained very much less.

In order to learn more of the properties of the alkaloidal substance, 100 Gms. of the powdered root were thoroughly moistened with ammonia water to liberate the alkaloids from their combinations, then carefully and thoroughly dried in a current of warm air and completely exhausted in a Soxhlet apparatus with chloroform. The percolate was subjected to distillation for the recovery of the chloroform, and the residue treated with several portions of water acidulated with acetic acid. This was done upon the water-bath in order to insure the complete extraction of the alkaloid, which is more or less mechanically held by the sticky residue. The combined extracts were cooled, filtered, placed in a separatory funnel, and made alkaline with ammonia water. A voluminous, almost white precipitate, which assumed the character of a curd, was thrown out. This was shaken with ether, whereupon the precipitate at once went into solution. This solution was

¹ Read at the forty-eighth annual meeting of the American Pharmaceutical Association, held at Richmond, Va., May, 1900.

only temporary, however, for from the filtered ether solution the alkaloid began to separate almost immediately in the form of white warts or sphaero-crystals, and in a few minutes practically all of the alkaloid had separated.

For the purpose of purification the alkaloid was taken up with dilute acetic acid, reprecipitated with ammonia water, shaken with ether, rapidly separated and filtered, and set aside to crystallize. This operation was repeated until a practically constant melting-point was obtained. After recrystallizing several times, finally from acetic ether a melting-point of 203 degrees (uncorr.), 207 degrees (corr.) was obtained.

This alkaloid is very insoluble in petroleum ether, practically insoluble in water and in absolute alcohol, and but slightly soluble in ether when it is in the crystalline state. When freshly precipitated from solutions of its salts by means of ammonia water, however, it is, as shown above, temporarily very soluble in ether. Its best solvent is chloroform. Being but very slightly soluble in absolute alcohol and very soluble in chloroform, a mixture of these forms an excellent medium from which the alkaloid may be easily obtained in beautiful prismatic crystals. It possesses the peculiar property of crystallizing in two different forms—viz., in warts, or in single prisms of the monoclinic system. Depending usually upon change of solvents, one crystalline form can be converted into the other. Even from the same solvents, as from ether or from alcohol, both forms are produced simultaneously.

The chloroplatinate forms dark yellow sphaero-crystals, while the chloroaurate forms tufts of needle-like crystals. Concentrated sulphuric acid gives momentarily with a small quantity of the alkaloid a red color, but this is immediately followed by a deep violet. Concentrated nitric acid dissolves it in the cold without color, but upon warming becomes red. Erdman's reagent turns it deep violet-blue at once.

Although sufficient quantity of the alkaloid was not at hand to make combustions, enough of its properties have been determined to enable its positive identification. In its crystalline form, solubilities in the crystalline and freshly precipitated states, melting-point, color reactions, and crystalline forms of its chloride, sulphate, chloroplatinate and chloroaurate, it agrees exactly with the protopine, which we have separated from *Bocconia cordata*,¹ and with a specimen of protopine from opium.

The formula as determined by Hesse² and by Eijkman,³ is $C_{20}H_{27}NO_3$. Selle,⁴ Koenig and Dietz⁵ obtained results which agree better with the formula $C_{20}H_{25}NO_3$. In spite of this small discrepancy, which is likely to occur with different operators, we are justified in asserting that the alkaloid which these investigators have investigated is in each case protopine. The conclusions as to the identity of the alkaloid of *Adlumia cirrhosa* is based upon the very characteristic properties above mentioned, and upon the fact that it is identical with the protopine, which we have separated from *Bocconia cordata*.

While collecting the literature upon

this subject the striking similarity of the physical properties of protopine, which is the most frequently occurring alkaloid in the Papaveraceae, with those of fumarine, which is the alkaloid of most frequent occurrence in the Fumariaceae, was noticed. An excellent opportunity for comparing these two bodies was offered in the study of *Bocconia* and *Adlumia*, which was going on in this laboratory at the same time. A specimen of fumarine separated from *Fumaria officinalis* by P. F. Trowbridge, was also kindly placed at the disposal of the writer for additional comparative study. The composition of the alkaloid from two of these sources was not determined because of scarcity of material, but in physical properties they agreed in every particular. Fumarine is therefore probably identical with protopine.

Protopine has been found in *Papaver somniferum*,¹ *Bocconia cordata*,² *Chelidonium majus*,³ *Escholtzia californica*,⁴ *Sanguinaria canadensis*,⁵ *Stylophorum diphyllum*,⁶ and *Adlumia cirrhosa*.⁷

Fumarine has been reported in *Fumaria officinalis* at different times by Peschler,⁸ Hannon,⁹ Preuss,¹⁰ and Reichwald.¹¹ Battandier¹² found it in *Glaucium corniculatum* and in six or more genera of the Fumariaceae. Later he isolated it from *Bocconia frutescens*.

Since Fumarine was discovered and named long before its discovery in opium by Hesse, it is but proper that the name protopine be dropped entirely.

From the above it is seen that the alkaloid in question occurs in a greater number of plants than any other known alkaloid.

¹ Hesse, *Annal. Chemie.*, Suppl., 8, 318.
² Eijkman, *Rec. Trav. Chim.*, 3, 182; *Pharm. J. Trans.* [3], 13, 87; Murrill and Schlotterbeck, *Proc. A. Ph. A.*, 1900, p. 128.

³ Selle, *Arch. Pharm.*, 228, 441.
⁴ Dankwort, *Inaug. Dissert.* Erlangen, 1890.

⁵ Koenig and Dietz, *Arch. Pharm.*, 231, 145.
⁶ Selle, *Arch. Pharm.*, 228, 96.

⁷ Schlotterbeck, *Proc. A. Ph. A.*, 1900, p. 287.
⁸ Jahresber., *Fortschr. physik. Wiss.*, 1832, 245.

⁹ Jahresber., *Fortschr. physik. Wiss.*, 1852, 550.
¹⁰ Zeltzsch. f. Chem. (Bellstein, Fittig, Hübner), 1866, 2, 414.

¹¹ Russ. Zeltzsch. Pharm., 28, 161.
¹² Compt. Rend., 114, 1122; 120, 1276.

The Cat Test for Valerian.

The Medical Press has asserted that the mere fact that cats do not like the herb of valerian while they do like the herb is sufficient evidence that the tincture is valueless. A correspondent of the British and Colonial Druggist points out that the presence of ammonia—which is distasteful to cats—is the explanation of their preference for the herb.

TO PREVENT CATERPILLARS ASCENDING TREES.

	Parts.
Venice turpentine.....	200
Resin	1,000
Turpentine	140
Tar	80
Lard	500
Rape oil	240
Tallow	200

The composition should be painted on the trees in the form of a complete belt, an inch or two wide, about a yard from the ground.

The Status of the Drug Trade in Maine Under the State Prohibitory Laws.

BY CHARLES K. PARTRIDGE,

Augusta.

It can be stated without exaggeration that these laws bear very harshly upon the pharmacist. Under the "Maine Law" he is technically a criminal if he sells or dispenses alcoholic stimulants or malt liquors for medicinal or other uses, and is liable to its numerous statutory penalties of fine and imprisonment, or both. As can readily be perceived, he is often compelled, in emergencies, or by private, public and physicians' requirements, to violate or evade the provisions of the law. To dispense liquors, even on a physician's prescription, the apothecary must, under United States Internal Revenue laws, take out a liquor dealer's stamp or tax. This action makes him a violator of State laws, as a copy from the record in the United States district collector's office is prima facie evidence for indictment and conviction in the State courts, and in most of the counties of the State the apothecaries are legally mulcted on this evidence once or twice a year, large fines being exacted. These fines, in individual cases, often amount to more than the pharmacist's liquor sales. In some jurisdictions the courts permit a degree of mercy to season their justice by imposing the minimum fine of fifty dollars, or quietly letting the indictment drop; while in others, especially where extravagant county expenditures are to be indulged in and the general taxpayers benumbed to true conditions, the edict of the court is, "Use all alike" who pay the Government liquor tax; and so the fine is made high and druggists, beer sellers, saloons, "speak easies" and all who have paid the United States tax are raked in for county revenue. The inference the pharmacist is led to draw from such proceedings is that he must be sure to break the laws often and sell enough to pay his court taxes or fines. I have knowledge of one jurisdiction in the State—Cumberland County, of which the city of Portland is the center, and think there are others—where such judicial enforcement of the law on the legitimate apothecary does not obtain to any extent. In this connection it should be stated that some pharmacists do not take the United States liquor stamp, preferring to risk chances that their necessary evasions of State laws may not be brought in the courts against them. It would seem the more manly way to pay the Government tax, the justice of which no one disputes, conforming to United States laws if not to those of the State.

With this tendency toward demoralization which has long embarrassed the drug trade of the State, through mis-called temperance laws, it is not surprising that a number of keen men, with intent to cover liquor selling by mortars, have crept into registration, notwithstanding the efforts of our able commissioners of pharmacy. A proper regulation of necessary sales for medicinal use would obviate this difficulty. Still, the pharmacists of Maine are to be congratulated on the high standard of character and ability they have gen-

¹ Murrill and Schlotterbeck, *Proc. A. Ph. A.*, 1900, p. 128.

² *Annal. Chemie.*, Suppl., 8, 318.

³ *Rec. Trav. Chim.*, 3, 182.

⁴ *Arch. Pharm.*, 228, 441.

⁵ *Arch. Pharm.*, 231, 145.

erally maintained for themselves, personally and professionally, despite these adverse conditions. It might also be added that the people of Maine may be congratulated on their sturdy traits, which, notwithstanding this chronic prohibition craze, have enabled them to preserve their self-respect and sustain their influence in the counsels of the nation, while bending knee to this prohibition idol.

Now the question naturally comes, Why cannot these laws be changed, as they certainly should be, in the opinions of the best thinkers of the State? This has been attempted several times within the last twenty years. The druggists and their friends, backed by the strongest petitions, have asked the Legislature to legalize their legitimate right to dispense alcoholic stimulants under suitable regulations, when medically required. Our prohibition friends, while privately admitting the justice of such claims, have, through their active organizations working in political lines, opposed favorable legislation. "Don't take down the bars which may lead to opening the flood gates of intemperance," was the ostensible argument in objecting to any change in the law, though how the flood gates could be further opened than to-day, after half a century's trial of prohibition, is a puzzle. The following statements illustrate some of the diverse influences which hitherto have prevented modification of these laws:

At least seventy-five per cent. of all cases on the criminal dockets brought in the courts of Maine are for direct violation of the prohibitory laws, showing that intemperance has not decreased, nor has liquor selling been suppressed by prohibition. This fact also gives an inkling of the interest of some feed officers of the courts and of some attorneys in having these laws and legal methods remain as they are, though the legal fraternity as a whole disapproves them.

Strong influences opposed to change are illicit liquor dealers, with pulls for votes at primaries and polls, who, taking chances, can see better average gains with prohibition than without it. They can sell cheap goods in Maine at high prices and a fine once or twice a year is low license for them.

Auxiliary to these forces, outside the State's limits and jurisdiction, are manufacturers and dealers in cheapest grades of spirits for "Maine supply," who sluice their products into the State in large quantities and for good profits, though not to the profit of consumers in Maine. To them prohibition is a boon and their influence is presumed to run through various channels of the political prohibition stream. Take the above illustrations, combine the force of their elements with that of active prohibition organizations composed of rural politicians who argue glibly against "licensing a crime;" good women who mix up emotion and prohibition with true religion and temperate self-restraint; occasional ministers who do not interpret scriptural truths according to St. Paul and some other people who think little, but follow their crowd; add to this combination sufficient quantity of misconception and fanaticism with lack of social and hygienic knowledge, and the resulting incompatible mixture administered in full doses to our legislator has thus far prevented any action favorable to pharmacists' rights.

THE COMMERCE OF DRUGS.

A Concise Record of the Origin of Some Drugs and Druggists' Produce, with Special Reference to the Seasons of Importation and the Manner in which they are Put on the Market.

[Concluded from page 343.]

Elemi.

Since the Spanish-American war in the Philippines the value of this resin has reached famine prices. Our supply is at present entirely derived from these islands, although elemis from other sources have occasionally appeared on the market. When fresh it is soft, resinous and colorless, but by keeping it becomes harder and of a pale yellow tint. It is usually imported in tin lined cases weighing about 1½ hundredweight, and showing the gum in a thick gelatinous mass.

Ergot of Rye.

The finest ergot is produced in the Northwestern provinces of Spain, where the crop is generally sent to market in August, and finds its way to London in small lots, during that month and onward, by way of Vigo or Lisbon. Although London is the principal market for Spanish ergot, the bulk of it is consumed in the United States. Russia is also a large producer of ergot, and, although this kind is not so bold or fine in appearance as Spanish (thereby commanding a less price), it is as valuable therapeutically. It is impossible to give an approximate yield of Spanish ergot (there was practically no crop in 1899), but an average Russian crop is estimated at from 70 to 80 tons. Russian ergot seldom, if ever, appears on the London market before October, but small parcels of German and other descriptions are available in September. Russian peasants pay little attention to the collection of ergot, and only pick it when prices are remunerative. A certain proportion is therefore left in the rye, which the peasants consume. Belgium also produces an ergot of wheat, which is shorter and thicker than the official kind; some years ago it was sold in fair quantities in Mincing Lane. French and Italian ergot are also known in commerce to a small extent.

Floral Oils and Pomades.

The following are the seasons for the deliveries of preparations from new growth of flowers in France:

March and April:
Violet, jonquill, reseda (pomatus, oils and extracts).

June to July:
Rose and orange flowers; essential oils of neroli, petit grain, rosemary, origanum, serpolet, thyme, orange flower and rose water.

August to September:
Jasmin, tuberose (pomatus, oils and extracts); spike lavender, marjoram, peppermint (essential oils).

February to March:
Cassie (pomatum, oil and extract).

The orange flowers from which oil of neroli and orange flower water are obtained are produced in the Alpes Maritimes Department of France, Vallauris being the center of industry. The flowers are gathered in May, and are at once distilled, the "season" lasting from June to July. The rose, orange and jasmin plantations in the south of

France have been enormously extended of late years.

Gualacum.

Gualacum is imported from the West Indies, the north coast of South America and Southwest Africa in boxes and casks varying in weight from ¾ to 4 hundredweight. It usually occurs in large compact masses, but sometimes in more or less rounded tears the size of a marble to that of a hen's egg. A piece is chipped off the corner of the block in order to judge the quality. It should be brittle, of a bottle green to brownish color, and glassy in appearance (the very finest is of a rich amber color, and acquires its green hue by oxidation.) The drug is often mixed with stones, bark and other impurities.

Insect Flowers.

The best flowers are obtained from Dalmatia, Trieste being the principal port of shipment, where the chief market is situated. The harvest takes place in June, but the chief buying season is from February to May. As imported from Trieste the flowers are quite ready for grinding and should require no extra drying. In a wholesale way 1 pence per pound is charged for grinding, and the loss during the operation represents fully 1 pence per pound. The flowers are imported in pressed bales secured by iron straps and weighing from 4 to 8 hundredweight sometimes, and, rarely, in 1½ to 2 hundredweight bales. The "wild" flowers are the best variety, but the supply of these is very limited. Next range the cultivated flowers gathered just before they are open, then "open" and "closed" flowers mixed, and finally the fully opened flowers. The average annual quantity of dried flowers produced in Dalmatia is about 700 tons. Considerable shipments are made from Trieste to the United States, the principal buyer. The blue Persian flowers enjoy a good reputation for strength, but the powder is not of so good a color as the Dalmatian. Of recent years only small lots have reached this market, mostly via Marseilles. Insect powder is also imported in 7, 14 and 28 pound tins, 1 hundredweight cases, or 1½ hundredweight barrels, and ½ and 1 hundredweight kegs.

Ipecac.

This widely used drug is the most important staple of the London drug market at present, from the fact that its value has risen considerably during the past two years. London is the central market for both the Brazilian (Rio) and Colombian (Cartagena) root. The importation of the drug is in the hands of two or three houses only, and it is difficult to procure reliable information regarding prospective supplies. Although there is a fair stock in the warehouses, the value is not allowed to fluctuate more than a few pence per pound, so well do the importers work together. The imports of Rio root during the past six years have been:

1899. 1898. 1897. 1896. 1895. 1894.
Packages... 641 505 636 569 758 1,248

The bulk of consignments of Brazilian root are received direct from Montevideo, Buenos Ayres, or Rio, and the Colombian variety from Cartagena via Panama. The Rio root reaches this market in stout canvas bales with an undercovering of rough calico. The

bales are of irregular size, weighing sometimes $1\frac{1}{2}$ hundredweight to 200 pounds, and sometimes only 80 pounds. Buyers value the drug according to the thickness of the rings which surround the central woody portion, as that is the part wherein the active principles reside. Importance is also attached to the color, which varies from a pale gray to red brown, different buyers preferring different colors, according to customers' requirements. The *Cartagena ipecacuanha* is judged on much similar lines to the foregoing, but this root is ridged and much stouter than the Rio root. It is imported in bags or cases, and the imports have been as follows:

1899. 1898. 1897. 1896. 1895. 1894.
Packages... 419 285 210 151 164 198

This kind is not recognized by the pharmacopoeias, but its consumption is increasing, and it is admitted into the United States if of satisfactory alkaloidal content.

Oil, Cod Liver.

The cod fishing off the coast of Norway generally commences in January, but at Lofoten in February, and lasts until April, after which the fishermen go further north to Finmarken, where a second fishing takes place in May and lasts to the end of June. The Lofoten fisheries are the most important, the oil being more highly esteemed and the yield considerably greater. The principal exports of medicinal oil are made from Bergen, Aalesund, and Tromsø, and the new oil arrives on the London market about the end of March. Bergen exports from 50,000 to 60,000 barrels of all kinds of fish oil per annum (1 barrel = 116 litres or 106 kilos.) to all parts of the world, mostly via Hamburg, Rotterdam and Hull. Of this quantity, however, only the smaller part is medicinal oil, which is exported in tin lined barrels of about 26 gallons each. The average production of steam refined oil in Norway may be estimated at about 30,000 barrels per annum.

Orris.

In Italy (Verona and Florence) orris is usually gathered between the end of August and the middle of October, the Florentine root being brought to market first. The principal orris plantations are situated to the east of Florence in Central Italy, and most of the root is brought into commerce via Leghorn, the nearest port of shipment. The less esteemed Verona root is grown in the northeast of Italy from a variety slightly differing from the Florentine iris, that bearing a white flower and the Verona a blue flower. An average crop in the Florentine district is about 700 tons, of which France buys about half, Great Britain and the United States and Germany taking the remainder. It is imported in bags of $1\frac{1}{2}$ hundredweight and upward, and casks. During the last two years a powerful syndicate has controlled this root in Florence. Orris is also imported from Morocco and Aden.

Rhubarb.

This drug appears to be no longer so readily salable in London as it used to be, probably owing to the fact that for several years past Chinese merchants have overstocked European markets with medium and low grades more or

less worm eaten and imperfectly dried. There is always a demand for fine qualities, however, and they invariably realize prices out of proportion to the bulk of the crop. The drug is nearly all grown in Western and Southwestern China, the "Canton" root usually beginning to arrive at the port of Shanghai from the growing districts in Szechuen and Shansi in March or April; it is followed by an inferior kind, or "high" dried root at an interval of about six weeks. Of "Shensi" root, the most valuable kind, there is said to be no regular crop, but the bulk is received shortly after the Canton variety. Rhubarb continues to be received in Shanghai until September, when the season draws to a close. The shipments from Shanghai take place, more or less, all the year round, but they are heaviest between May and August, and smallest between January and March. The "high dried" root is generally exported first—i. e., in April and May—and followed later on by the Shensi and Canton varieties. It is imported in tin lined cases, usually weighing from 180 to 300 pounds, and on arrival here it is "bulked"—i. e., a whole parcel is emptied on a heap and picked over by hand, according to size and quality, then returned to the cases. On the whole London continues the principal rhubarb market of the world, though Marseilles and Hamburg receive a fair proportion of exports, while the United States receives a considerable quantity direct. The following statistics relate to the exports of rhubarb from Shanghai from January 1 to June 30, the figures representing piculs (1 = 133 1-3 pounds):

Year.	London.	Continent.	United States.	Total.
1900.....	228	318	194	740
1899.....	527	855	197	1,579
1898.....	978	952	374	2,304

It was quite expected that there would be a scarcity in 1900 owing to the Chinese disturbances, but arrivals of the new crop were fairly plentiful.

Sarsaparilla.

Seven distinct varieties of this drug come to the London market—viz., gray Jamaica, native Jamaica, "Lima" or "Lima Jamaica," Honduras, Mexican, Guayaquil and Guatemala. That most in demand by the wholesale druggists in this country is the so-called gray Jamaica (non-mealy), which is collected in Central America (Costa Rica) and shipped direct to London. It was formerly shipped via Jamaica, hence its name. The roots are very long and flexible, of a grayish brown or dark reddish brown color, folded together and bound with the end of one of the roots into bundles about 18 inches long, each bundle weighing about 2 pounds. Quality is judged by the fibrous character of the root, and the dark brown color. The so-called "native" Jamaica is imported from that island, and the small quantities offered usually find a ready sale. Its color varies from pale yellow to deep red. The most attractive in appearance is the Honduras variety, which is packed in long neat bundles about $3\frac{1}{2}$ to 4 feet long, about eighty of which go to make up a seron. The serons are covered at the top and bottom with a piece of cowhide, and fastened together with thongs of the same material. The distinctive "brand" of the sarsaparilla is generally branded on the hide. The color varies from

bright orange to dull brown, as it is one of the "mealy" varieties. The United States is the principal consumer of Honduras sarsaparilla. Mexican sarsaparilla is a coarse, chumpy root, and has the lowest value of all, and it is seldom seen in public sale, the bulk of the transactions being on a c.i.f. basis. It is imported in bales of 250 pounds. The Mexican root is manipulated on the London market by one or two who make drug sorting a specialty. They carefully remove all the chunks and repack it in rolls so as to resemble Honduras root. It is then sold to French (Marseilles) buyers, who ship certain quantities to Algiers. Guayaquil and Guatemala sarsaparillas are distinct in appearance to Mexican, arriving in rough bundles or hanks of 3 to 4 pounds, and of a coarse and stout texture.

Senna.

The bulk of senna sold on the London market comes via Bombay from the port of Tuticorin, in the Tinnevely district of the Madras Presidency. The new crop arrives about the beginning of August, and continues to be received here during the succeeding eleven months. The crop is liable to great fluctuations, but the average is from 4,000 to 7,000 bales. The crops during the seasons of 1897-98 and 1898-99 were below the average in quantity, but last season (1899-1900) it was exceptionally large. There is always a keen demand for the drug in public auction, the United States and the Continent of Europe drawing their chief supplies from this source. London is the principal European port for Tinnevely senna, the average landings here for the past ten years being just over 5,000 bales annually. Of the less used Alexandrian senna we receive the bulk of our supplies from Alexandria, after having been carried from the Soudan and Kordofan. The new crop usually arrives at Cairo and Alexandria in August or early in September. There is only a small demand for Alexandrian senna in England, and there is usually little of fine quality offered on this market, the great bulk of the crop, including the finest green leaves, being sent direct to the United States.

Curiosities of Medical Nomenclature.

The practice of injecting cocaine within the meninges of the spinal cord has, says the New York Medical Journal, already been designated by a remarkable number of names. Some of them are the following: "Spinal-canal cocainization," "cocaine analgesia from subarachnoid injection," "intra-spinal cocainization," "subarachnoid injections of cocaine," "intradural injections of cocaine," "endomeningeal spinal cocainization," "medullary injections," "subarachnoid cocainization," "the subdural infiltration method," "subarachnoid injections," "medullary narcosis," "Corning's method of medullary narcosis," "the spinal subarachnoid method," and (from what evolved we cannot imagine) "Chicago chloroform." Terms that have been evolved since the Medical Journal's comment are: "Medullary anaesthesia," "subarachnoid anaesthesia," "the Corning-Bier method," "spinal narcosis," intra-rachidian anaesthesia.

Pharmaceutical Politics.

A. C. Wooten, former editor of the *London Chemist and Druggist*, is the author of an extremely suggestive paper on the personal factor in pharmaceutical practice, the value of good will as applied to business, and the qualifications for success. The paper was prepared for the Chemists' Assistants' Association of London and dealt, besides the subjects named, with a number of pharmaco-political questions of interest only to British pharmacists. The introductory portion dealing with the uses of controversy and the personal equation in business problems is as follows:

Controversy, no doubt, is good for us all. Not that it often helps to advance the cause or purpose discussed. In a fairly long experience of pharmaceutical controversies, I do not think I can recall any instance of actual progress resulting from them. But the discussions have at least served the excellent result of establishing every disputant more firmly in his own opinion, or if opinion is too complimentary a word to use for some people's assertions, in the determination to maintain to the last the contention with which he has started. We have all known people, I suppose, ready at a moment's notice to plunge into any discussion, evolving their opinions as they proceed, and then holding to them passionately. That is modern controversy.

The most perfect controversialist who ever lived, probably, was an Alexandrian professor named Euclid. His method was to lay down first a few axioms or self-evident propositions, or as he himself called them, common notions, such as that the whole is greater than a part, that things equal to the same are equal to one another, and so on; and if in a weak moment you admitted these, you were lost and would surely be cornered sooner or later with some more recondite theorem. I sometimes wonder how my friend, Mr. Lord Gifford, of Blackburn, got through his Euclid. I should think he resisted the axioms. My own method of treating pharmaceutical politics (if I may be pardoned the egotism), is based on that of Euclid. I first try to ascertain the axioms or common notions of the subject, the ideas, that is, common to us all, and then from them aim to deduce the conclusions to which they obviously lead. To reduce pharmaceutical politics to an exact science in this way, is, I perceive, a little hard on the controversialists present. How they are going to oppose indisputable propositions I cannot tell. But the pharmaceutical mind has abundant resources. Notwithstanding the perfection of my arguments the perversity of my opponents is more than equal to them, and I am quite accustomed to the position of the good man hopelessly in advance of his times, or—what amounts to the same thing—usually in a minority.

You are aware, or at least you ought to be aware, for you have been told often enough, that the business of a pharmacist is one which requires the closest personal attention; that success in it depends largely, mainly indeed, on the degree of confidence which the pharmacist can establish between himself and his customers. Therefore that it is essential on the part of those who seek their livelihood in this vocation to acquire such qualifications and be filled with such knowledge as will in-

spire that trade-bringing confidence. I am not dreaming of controverting those propositions. I believe in them implicitly. But I would simply remark on the advice of this character, which is so abundantly tendered to us, that it is little besides platitudes, and that it is applicable to every other class and condition of mankind as it is to pharmacists. We select a draper because we say he is a smart man and knows his business, who often goes to Paris, and is always supplied with the latest novelties. We have a favorite grocer who we say seems to understand the blending of tea and the selection of dried fruits, and is most obliging. The tailor, the plumber, the carpenter, acquire our confidence by their personal skill; and, of course, the personal factor is important in an even greater degree for the physician, the lawyer, the actor, and the clergyman; but even those gentlemen do not entirely disdain the shop window.

But let us follow this personal consideration a little further. The young pharmacist, we will assume, has opened a shop, and his attractive personality is beginning to tell. The ladies talk to each other of his abilities and his connection is extending. In two or three years he sees prosperity before him. From that moment his principal business aim, though he may not himself recognize it, is to eliminate his personality from his business. The first manifestation of this purpose, it may be, is resentment at being called away from his hot dinner to hear Mrs. Garrulous describe the symptoms of her offspring. She is unreasonably reluctant to rely on the diagnosis of the apprentice who has curiously prescribed a powder, and she wants the benefit of the principal's more mature experience. As time goes on he chafes at the confinement of his counter, and longs for a holiday; the business develops, and he begins to look forward to the blessed time when he can draw the profits of his business without the drudgery of personal attention to it. A hundred years ago X and Z were two very capable young fellows who had been apprenticed to apothecaries. They pooled their savings and opened a shop in a fashionable quarter of London. They worked hard and incessantly at their business and gradually acquired a profitable connection. One, two, three or four assistants in process of time appeared behind the counters, from which X and Z gradually detached themselves. X took charge of the laboratories, while Z looked after the books, and by the time they reached middle age neither of them came into contact with any customer below the peerage. Their sons came into the business, nominally, after them, but they had far less actual contact with it than their fathers had; they only looked in, in the intervals of their sports; and now the business is a property administered by managers, and the income from it is divided among several wealthy families. Is that altogether a fancy sketch?

Not long ago an eminent pharmacist roundly abused me for what he alleged was my commercial mind. "We are trying," he said, "to make pharmacy a personal profession and you are always aiming to bring it down to the level of a mere business enterprise." That gentleman had just returned from a lengthy tour on the Continent, and I do not suppose he has served a customer behind his counter for twenty

years. How much for the personality which prevails in his pharmacy? His business has reached a point when personality counts for very little.

The result thus indicated is generally known as good will; that is the property you will aim, and most legitimately aim, to create. It is the exact converse of personality, and every person who discusses pharmaceutical politics should clearly recognize that. You may perhaps make yourself a very useful and famous person, and your name may become an asset of great value. But to the extent that this is the case you are destroying your chance of creating good will. If you want the latter you must cultivate a business which you can say, when you want to sell it, will not be a penny the worse for your withdrawal from it; when you can assure the purchaser that it is a business which runs by itself.

Fighting the Bubonic Plague.

A chatty account of the source of the bubonic plague and its treatment by inoculation with serum appeared recently in a French exchange. "The principal factor in the propagation of the plague as is now well known, is the rat, or rather the parasites that the rodent carries about with him. The slightest bite of a flea from a rat's back can," says this authority quoted, "communicate the plague with more certainty than direct contact with the disease in the caring of patients. From the body of a plague-stricken Annamite a flea, gorged with contaminated blood, will jump upon the back of the first rat or mouse that comes within its reach. The flea will accompany its rat on board a vessel bound for any port, and after many movings, or strictly speaking, jumps, it is liable to reach the shirt of some unfortunate sailor or passenger who two days later will be down with the bubonic plague.

"Now that is why the epidemics of the plague are so puzzling in their causes and in the rapidity with which they ravage an entire population in the space of a few weeks. The disease is most dangerous when it assumes the character of pneumonia, the pneumonic pestilence, which carried away the celebrated Dr. Muller, of Vienna. Nevertheless, that epidemic came to a sudden termination by reason of the methods that were immediately taken to exterminate it.

"This example goes to show that the plague when imported is less dangerous than when it is spontaneous. In the first case we find ourselves in the presence of a center of contagion well known and clearly determined, while in the second case, the mysterious cause of the disease necessitates investigations and gropings in the dark with the fatal delays during which the unknown factor of the malady continues its work of propagation and multiplies its resources of infection.

"Moreover, it is notorious that rats flee in all directions the moment they find that one of their crowd has the plague. That increases the danger. The microbe of the plague is an oviform coccobacillus. See for yourself."

And here the doctor handed the reporter the microscope, which enabled him to see in a little glass lamel cultures of microbes taken from the spleen of a mouse that died of the plague.

The thing looked vaguely like a geographical map with red, rose and violet tints. In the centers of the mauve-colored globules of blood there were oval-shaped red spots, in some cases stuck together. These were the microbes of the plague.

"Look at this test tube," said the professor. "There are the bacilli that killed Dr. Muller, and there are enough of them there to infect all Paris!"

That assertion threw ice water on the conversation, and to make a diversion the reporter turned to the glass vases in which the little white mice with their red noses were rummaging about in all directions.

"These were plague-infected mice," said the professor. "They were treated with our serum, which proves that it is good. Two other mice died of the plague yesterday. They had not been inoculated. We wanted them for witnesses. But, as you see, these fellows are in excellent health."

"We are on guard against any possible invasion of the plague. In all the ports of France the most efficacious measures are taken to meet it, should it arrive. Outside of the regular formalities of quarantine, inoculation is resorted to in the case of every sick suspect. The doctor that treats him is also inoculated, together with the nurse and all the persons that may be brought more or less in contact with him; and reserve supplies of serum are in every port. The efficacy of our treatment is both curative and preventative. A hypodermic injection from 5 to 10 centimeters cubes of serum constitutes an absolute protection that lasts for three weeks. The patients are treated by means of intravenous injections, according to the satisfactory method adopted by Doctors Salimbeni and Calmette in Oporto. The proportion of cures thus obtained is the same as in cases of diphtheria treated by serum. From 70 to 80 per cent. of the patients not treated in this way die."

"Last year all the Health Officers of the ports came to Paris to study the plague in our laboratories. At Garches we have now thirty-five horses, instead of only twelve which we had there last year. Consequently we can supply enough serum to immunize or cure the entire population of Europe."

Simple Photographic Formula.

A photographic printing paper which closely resembles platinotype has been recently used in Belgium. To prepare the sensitizing solution, the following formula is used:

Water	parts 100
Ferric oxalate	parts 15
Oxalic acid	parts 2
Silver nitrate	parts 3

These proportions should be kept as indicated; if, for instance, more than three parts of silver nitrate is used the image will lack detail in the shadows and the half tints will be wanting. The printing of the paper is carried out in the same way as for platinum paper—that is, until the image is well distinguished upon the sensitive surface. After printing, the paper is placed in a developing bath composed as follows:

Water	parts 100
Borax	parts 6
Sodium tartrate	parts 6

The ingredients are dissolved, and a few drops of a 20 per cent. solution of potassium bichromate are added; if more bichromate is used the image will be hard and full of contrast, and if less the image will be gray and feeble. A certain latitude is thus obtained, and negatives of different intensity may be provided for. After development, which lasts five or six minutes, the prints are washed for a few minutes in running water and then toned in the following bath:

Water	parts 1,000
Potassium chloroplatinite	part 1
Sodium chloride	parts 10
Citric acid	parts 10

The prints are placed in the bath until they have reached the desired intensity. They are then fixed in a 2 per cent. solution of ammonia; the fixing lasts about 10 minutes, after which the prints are well washed as usual.

French Pharmacists and the Military Service.

The association of French pharmacy-students is taking the initiative in a movement for improving the conditions under which pharmacists perform their military service in France. According to the Paris correspondent of the London Chemist and Druggist they have addressed a petition to the Minister of War on the subject, and hope that he will consent to receive a delegation composed of pharmacist-members of Parliament and the secretary of the association. At present, when the time comes for the young pharmacien to perform his obligatory year of military service, he frequently has to pass the period in the ranks. The association considers it would be an advantage to all concerned for him to act either as dispenser or hospital orderly. Up to now these posts are occupied by students for the priesthood and other men who later in life could not well, by their profession, be included amongst the combatants. The result is that as these men do not know the use of drugs and medicines accidents occasionally occur, in fact, the death of a soldier at Bordeaux was attributed some time ago to a wrongly made up prescription. This claim on the part of the pharmacy students seems reasonable, and will certainly receive the careful attention of the War Office here.

Another point is, that once the year under the flag terminated, all French subjects have to come up periodically, up to a certain age, for military exercise. In the first years, when they are still included in the fighting-line, this is for twenty-eight days, and is reduced to thirteen days, according to age.

Doctors of medicine or law, and bachelors of science or letters, take the rank of non-commissioned officers for these periods, whereas pharmacists keep their ordinary rank. Also doctors of medicine may obtain the grade of auxiliary army-surgeons, but pharmacists get no rank in virtue of their profession. This state of things is said to be due to a desire on the part of the doctors to protect their own interests and, as a matter of fact, while the number of French army surgeons was increased from 1,300 to 1,437 in 1898, the number of their colleagues of pharmacy was reduced from 185 to 115, and

they are paced under the orders of the doctors.

In 1781, when France had 130,000 men under arms, there were 130 army pharmacists, while at the present day there are 115 pharmacists for an army of 500,000 men, though Germany has 217 in time of peace, and Austria 172. It must be remembered, too, that French army pharmacists are largely employed as analytical chemists for controlling the army supplies. Yet, the association complains, every effort is made to keep down the number of military pharmacists here. Thus, in 1898-99 there were eleven vacancies among them, and only five new appointments were made. It is further stated that out of over forty military hospitals only fifteen have qualified pharmacists attached to them.

It seems that this state of things causes something of a deadlock when there is a military campaign in view. For instance, when preparing the Madagascar expedition the Minister of War found it necessary to borrow pharmacists from the navy.

Vasoliment, A New Emollient.

In the last issue of the AMERICAN DRUGGIST we published (page 341) a brief note by G. Roch concerning a preparation resembling vasogen. C. Bedall, using Roch's note as a basis, has further elaborated the idea, and proposes the following method of preparing an ointment base to which he gives the name vasolimentum, and which we render in English as "vasoliment."

Bedall proposes the following formula for the liquid preparation:

	Parts by weight.
Oleic acid	50
Spirit of ammonia	25
Liquid petrolatum	100

Mix the oleic acid and spirit of ammonia in a capsule, add the liquid petrolatum and heat gently on the water-bath until the liquid becomes clear. If the heat be continued for some time all the alcohol will be driven off, leaving a clear liquid of a brownish-yellow color, which forms a permanent, white-emulsion with water and a clear mixture with creosote, creolin, gualacol, chloroform, oil of turpentine, etc. The liquid will take up only as much alcohol as was originally present, any further addition causing cloudiness followed by the separation of an oily mass. Since alcohol is a solvent for many substances which may be used in conjunction with this base, such as iodine, salicylic acid, naphthol, menthol, etc., it is as well not to continue the heating further than is necessary, and in this way avoid driving off the alcohol. Bedall, in fact, recommends that sufficient alcohol be added to bring the whole up to 175 parts by weight with a view to obtaining a uniform product.

Ichthyol and thiol dissolve in liquid vasoliment leaving a very small residue. Liquid tar can also be dissolved providing a free acid be neutralized by means of spirit of ammonia.

If solid petrolatum be used instead of the liquid in the above formula, a soft yellow ointment is obtained, which is capable of taking up more than twice its own weight of water, and forming with it an ointment of very good consistence. Since the presence of alcohol

In this form of vasoliment is objectionable, it is recommended that all the alcohol be evaporated off.

The solid vasoliment is miscible with mercury only with difficulty, the metal showing a tendency to sink to the bottom just as is the case with vasogen. This objectionable feature can be remedied by the addition of lanolin to this particular ointment. The following formulas are suggested by Bedall:

IODIZED VASOLIMENT.

Iodine	dr. 1
Vasoliment	ozs. 2

CREOSOTED VASOLIMENT.

Creosote	grs. 15
Vasoliment	drs. 5

ICHTHYOL VASOLIMENT.

Ichthyol	dr. 1
Vasoliment	drs. 9

Filter after standing a few days.

CREOLIN VASOLIMENT.

Creolin	grs. 15
Vasoliment	drs. 5

MENTHOL VASOLIMENT.

Menthol	grs. 10
Vasoliment	drs. 10

SALICYLIC VASOLIMENT.

Salicylic acid	grs. 10
Vasoliment	drs. 10

CAMPHORATED CHLOROFORM VASOLIMENT.

Camphor	dr. 1
Chloroform	dr. 1
Vasoliment	dr. 1

TAR VASOLIMENT.

Tar	dr. 1
Spirit of ammonia	dr. 1
Vasoliment	drs. 8

Dissolve the tar in the spirit of ammonia, add the vasoliment, place on a water bath, and evaporate down to 4 drams; after standing several days filter.

TURPENTINE VASOLIMENT.

Venice turpentine	dr. 1
Vasoliment	drs. 4

IODOFORM VASOLIMENT.

Iodoform	grs. 15
Vasoliment	ozs. 2

Dissolve by the aid of heat.

DIODORIZED IODOFORM VASOLIMENT.

Iodoform	grs. 15
Eucalyptol	grs. 15
Vasoliment	ozs. 2

EUCALYPTOL VASOLIMENT.

Eucalyptol	dr. 1
Vasoliment	drs. 4

NAPHTHOL VASOLIMENT.

Naphthol	grs. 35
Vasoliment	drs. 5

GUAIACOL VASOLIMENT.

Guaiacol	dr. 1
Vasoliment	drs. 4

EMPREUMATIC VASOLIMENT.

(Juniper Tar Vasoliment.)

Juniper tar	dr. 1
Vasoliment	drs. 8

THIOL VASOLIMENT.

Liquid thiol	grs. 14
Vasoliment	drs. 5

MERCURIAL VASOLIMENT.

Mercury	grs. 40
Lanolin	grs. 20
Solid vasoliment	grs. 60

Who Owns the Prescription?

This question has been settled by law, according to Meyer Brothers' Druggist, in the States named, as follows:

California—Pharmacy Act, Chapter 85, Section 9 (1891).—"Every registered pharmacist shall file or cause to be filed all physicians' prescriptions compounded or dispensed in his store; they shall be preserved for two years, and he shall furnish a correct copy

of any prescription upon the order or request of the attending physician. Violation of this section is made a misdemeanor," etc. Kansas—Chapter 174, Section 4, Schedule C, etc.—"All prescriptions of practicing physicians shall be retained by the dispenser." Missouri—Revised Statutes, 1889; Section 4622—"Every druggist, proprietor of drug store or pharmacist shall carefully preserve all prescriptions compounded by him or those in his employ, numbering, dating and filing them in order in which they are compounded, and shall produce the same in court or before any grand jury whenever thereto lawfully required, and on failing, neglecting or refusing to do so shall be deemed guilty of a misdemeanor," etc.

Rhode Island—Chapter 131, On Medicines and Poisons, Section 9—"All prescriptions shall be carefully kept by the pharmacist on a file or in a book used for that purpose only, and numbered in the order in which they are received or dispensed, and every box, bottle, vial, vessel or packet containing medicines so dispensed shall be labeled with the name and place of business of the registered pharmacist so dispensing said medicines, and be numbered with a number corresponding with that on the original prescription retained by the pharmacist on such book or file. Such prescriptions shall be preserved at least five years, and shall be open to the inspection of the writer thereof, and a copy shall be furnished free of expense whatever, when demanded by either the writer or purchaser thereof."

Color Reactions of the Opium Alkaloids.

It is a well-known fact that the presence of minute quantities of impurities in the reagents used for the identification of organic bodies by color reactions have a most disturbing influence upon the color produced. A. Brissemoret has carried out a series of experiments

Alkaloid.	When heated with Reagent I.		When heated with Reagent II.		When heated with Reagent III.	
	After a few minutes.	After 30 hours.	After a few minutes.	After 30 hours.	After a few minutes.	After 30 hours.
Morphine	blue	.....	brown	.....	.....	.....
Codeine	blue	violet blue	.....	blue	.....	.....
Dionine	blue	.....	yellow	yellowish red	.....	blue
Apomorphine	violet blue	lilac-rose-red	blood red	carmine red	.....	brown
Herorine	blue	lilac violet	yellow	yellowish red	.....	blue
Thebaine	red	red	red	yellowish red	.....	blue
Popaverine	yellow	red	orange	orange	yellow	orange
Landanine	pink	pink	.....	reddish violet	pink	pink
Narceine	red	red	red	violet	red	blood red
Narcotine	yellow	orange red	red	.....	yellow	blood red

showing the effect of these impurities on the color tests of the opium alkaloids. The results noted are shown in the accompanying table, reagent I being pure sulphuric acid containing a little iron in solution, as proposed by Keller, reagent II being the "rectified" sulphuric acid of commerce still containing some nitric acid, while reagent III is pure sulphuric acid.

Production of Fuller's Earth.

The production of Fuller's earth in the United States has increased greatly in the last five years, though recently it has shown a decline, owing to large importations of the English material, which is preferred for filtering cottonseed and lard oils. The chief source of the material in the United States is Quincy, Florida, though deposits have been found in New York, Colorado and Utah, as well as one of a promising nature in South Dakota, which furnishes almost an exact duplicate of the English earth. The American product is largely used as a substitute for bone-black in the filtering of mineral oils. As the cottonseed oil business is growing rapidly, there promises to be a large demand for the English earth, and naturally for such of the domestic material as comes up to the standard.

Cork.

The cork tree is an evergreen, an oak, *Quercus Suber*, about the size of our apple tree, and grown largely in Spain for commercial uses. The bark is stripped in order to obtain the cork, which is soaked and then dried. The moment the cork is peeled off the tree begins to grow another cork skin, and each new one is better than the last, so the older the tree the better the cork. The trees are stripped about every eight years, and so strong does it make them that they often live to the age of 200 years. After the bark is stripped off it is trimmed and dried and flattened out. Then it is packed and shipped to all parts of the world.

A Scientific Mystery.

A college student visited a Philadelphia photographer the other day and sat for his picture. When the plate was developed the astonished photographer saw plainly on the young man's forehead a clearly defined death's head with cross bones beneath it. Thinking it was some imperfection in the plate, the photographer arranged another sitting. Again the skull and cross-bones appeared in the picture, and the mystified photographer was fairly struck dumb with amazement. The trick simply consisted of painting on the forehead the grim design with a solution of quinine disulphate. This is invisible

to the eye, but shows pure white to the camera.

Hoff's Consumption Cure.—Dr. Hoff, Vienna, has published the following formula as his remedy for phthisis: "Acid. arsenic. 0.1; kal. carbon. dep. 0.2; acid. cinnamica, 0.3; aqua destill. 5; coque usque ad perfectam solutionem dein adde cognac, 2.5; ext. laudan. aq. 0.3; quod in aqua destill. 2.5 solution et dein filtratum fuit." The directions are: "At first take six drops after dinner and supper, gradually increasing to twenty-two drops." Mild cases are said to require two months' treatment. Severe cases may need a year or two.

[This formula has received a great deal of newspaper notoriety, but it contains nothing startlingly new. Arsenic has frequently been employed to meet certain conditions in tuberculosis, while cinnamic acid has had quite a vogue during the past ten years, its use in the treatment of tuberculosis having been proposed by Professor Landerer some years since. In publishing the formula some of the daily newspapers have blundered in the use of the decimal, using one-tenth the quantity of water originally prescribed. Unfortunately one of our pharmaceutical contemporaries has copied the blunder, and we would caution our readers to scan very carefully any copies of the prescription which they may receive.—Ed.]

Queries and Answers.

We shall be glad, in this department, to respond to calls for information bearing on pharmacy or any of its allied topics, and cordially invite our friends to make use of this column.

The name and address of the inquirer must accompany the communication, not for publication, but to assure attention, as we make it a rule to pay no regard to anonymous correspondence.

Professor Remington's Calculations.—Drug Clerk.—H. P. H. calls our attention to the fact that specific gravity has something to do with Professor Remington's calculation referred to in the query headed "A Question by a Drug Clerk," in our issue of November 26, page 316. We agree with H. P. H., and regret the oversight, as the answer to our querist hardly does justice either to Professor Remington or ourselves, and might lead our querist to making inaccurate preparations. The specimen formula ascribed by "Drug Clerk" to Remington's "Pharmacy" could not be placed by us in any recent edition of that work, and the subject was referred to Professor Remington himself, who has favored us with the following communication:

Your request for the enlightenment of "Drug Clerk" on page 316 of your issue of November 26 is cheerfully complied with. I cannot tell exactly what edition of Remington's "Pharmacy" he is quoting from. It is surely an old one, as parts by weight went out of official existence nearly ten years ago. I hope your correspondent "Drug Clerk," is not making his preparations by the Pharmacopœia of 1880, as it would appear by his query.

The alternative formulas in the "Practice of Pharmacy," as in the "United States Dispensatory," and other works, are intended to stand by themselves, for it will readily be seen that if exact equivalents are given very inconvenient fractions often result. A general survey of these alternative formulas indicates the intention of producing end-products convenient for retail druggists, and quantities likely to suit the greater number, in filling their shop bottles.

As parts by weight formulas in the Pharmacopœia of 1880 usually were constructed on a basis of 100 or 1,000, or a centesimal or decimal ratio, and pharmacists worked on a basis of sixteen or a multiple, it will be observed that the alternative formulas mostly make a pint, two pints, or an even or convenient number of fluid ounces.

This was a factor which governed mainly the construction of the alternative formulas. It must be remembered that parts in the Pharmacopœia of 1880 means parts by weight, and hence specific gravity must be taken into consideration, in constructing formulas by volume, if preparations identical in strength with the official formulas are to be produced. The Pharmacopœia of 1890 relieved the situation greatly by measuring liquids, instead of weighing them, and your correspondent should make his preparations by the last Pharmacopœia, and I have no hesita-

tion in recommending him to procure a set of metric measures, which he can easily make for himself, or buy for a low cost.

You will observe that in the editions of the "Practice of Pharmacy" based on the 1890 Pharmacopœia, the alternative formulas are termed "old form," are printed in light-faced type, and were only intended to be used to bridge over the transition period while pharmacists were becoming accustomed to the metric formulas.

In my old edition, the quantity of oil of juniper in the alternative formula is 20 minims (instead of 24, as stated), oil of caraway, 2 minims; oil of fennel, 2 minims, alcohol, 16 fluid ounces, water a sufficient quantity to make 1½ pints. You are not quite correct in your explanation that when a prescription is handed to you in which the quantities are ordered by parts, you "are at liberty to consider the parts as grains, minims, drams, or ounces, or cubic centimeters, or grammes." "Parts" usually means parts by weight, and, of course, you can take grains, drams, ounces or grammes, or any other weight, but if you wish to be accurate, you must weigh the liquids, or allow for the difference between weight and volume.

To Prevent Frost on Show Windows.—W. Q.—The following suggestions are taken from a recent number of the Pharmaceutische Zeitung: (1) Dissolve 55 Gms. of glycerin in one liter of 63 per cent. alcohol and add a few drops of rectified oil of amber to impart an odor. So soon as the mixture becomes clear wipe off the inner surface of the show window with chamolite leather or a linen cloth moistened with the mixture. (2) Under the name of "oculastro" a specialty was placed upon the market a short time ago for use on eyeglasses to prevent the precipitation of moisture. This was said to consist principally of a soft potash soap containing 30 per cent. of added glycerin and a small quantity of turpentine. This mixture was also recommended for coating laryngological mirrors, show windows, etc. An electrical show window warmer is made by the Berlin General Electric Co., which can be adjusted so as to fit across the bottom of any sized window, and by keeping a current of air constantly heated and passing over the surface of the window all tendency to the deposition of moisture is avoided.

Wine of Cod Liver Oil.—E. S.—The preparation sold under this name generally consists of a mere solution of the so-called active principles of cod liver oil in either port or sherry wine. Some

use gaduol alone and others a combination of gaduol and morrhual. The following formula formed the subject of an original communication to this journal by Elbert E. Fisher, of Bridgeport, Conn., and the formula is said to yield a satisfactory preparation:

Gaduol	dr. 1
Alcohol	dra. 4
Syrup	ozs. 2
Fuller's earth.....	dra. 4
Port wine, enough to make.....	ozs. 16

Mix the gaduol with the alcohol and add the Fuller's earth; rub well together, then add the syrup and wine. Macerate for two days with occasional agitation; then filter, passing sufficient wine through the filter to maintain the volume. Some pharmacists prefer a mixture of equal parts of sherry and port wine to port wine alone.

It should be remembered that therapeutists are not agreed among themselves as to the medicinal value of cod liver oil extractives, and a true combination of the oil and wine finds most favor in their eyes. Such a preparation is afforded by the following, suggested by Prof. H. V. Army:

Cod-liver oil.....	parts 4
Syrup of wild cherry.....	parts 2
Extract of malt.....	part 1
Sherry wine.....	part 1

Emulsify the oil by gradual addition to the extract, alternating with the syrup. Lastly, add the wine. Professor Army advises if any trouble is experienced in emulsification to test the malt with litmus paper, for it is likely to become a trifle acid on standing, and, as is well known, acids interfere with emulsification. If the malt be found acid, add a trace of sodium bicarbonate and the trouble will be removed.

Violet Toilet Waters.—E. S.—Since answering this correspondent's inquiry we have been favored by a manufacturing chemist perfumer of wide experience with the following formula, which will yield a product of unusual excellence:

ESSENCE OF VIOLET TOILET WATER.

Jasmin pomade washings.....	lb. 1
Solutionorris oil (1-128).....	lb. 1
Solution artificial musk (1-128).....	lb. ¼
Solution oil vetiver (1-20).....	dr. 6
Tincture ambergris (1-100).....	grs. 47
Tincture mosch (1-100).....	grs. 80
Tincture vanille.....	grs. 61
Oil ylang ylang.....	grs. 32
Oil bergamot.....	grs. 16
Iraldine (1-10).....	grs. 155
Ironone solution (1-10).....	grs. 64

Label: Essence of violet water.
To make violet toilet water take of

Essence	Parts.
Alcohol, 60 per cent.....	1
Green coloring.....	q. s.

Solid Kerosene.—N. S. G. asks how he shall proceed to convert kerosene into a solid.

Solid kerosene, solid benzine and solid alcohol are made so by the addition of some form of soap. It is possible to gelatinize benzine, for example, by triturating it with a certain quantity of a solution of the following composition:

Glycerin	ozs. 1
Ammonia water	ozs. 1½
Cocoonut oil soap.....	ozs. 4
Ether	ozs. 1½
Rain water.....	ozs. 16

Twenty drops of the above compound

will convert eight ounces of benzine into a solid of a jelly like consistency.

Another formula for a solution for the manufacture of benzine jelly is as follows:

Cocunut oil soap.....Gms.	5
Water of ammonia.....Cc.	8
Solution of potassa.....Cc.	4
Water to make.....Cc.	30

Dissolve the soap with the aid of heat in 10 Cc. of water, add the ammonia and potassa and balance of water to make 30 Cc.

If the benzine is added in small portions and thoroughly agitated, 6 Cc. of the above will be found sufficient to solidify 1 liter of benzine.

These formulas are designed for the gelatinization of benzine, and while they may be applicable to the solidification of kerosene, we have had no actual experience with their availability for this purpose. It would, however, be worth while to experiment along this line.

To Save Spoiled Witch Hazel.—R. E. C. writes: "Can I make any use of five gallons of witch hazel, in which was spilled a small quantity of concentrated lye? Is there any way to remove the lye?"

We do not know of any simple method of removing a contamination of this kind. The lye could be neutralized, of course, by the addition of a regulated amount of one of the mineral acids; but the most satisfactory method of saving the witch hazel would be to subject the liquid to distillation, distilling the whole amount over a carefully regulated heat until perhaps a quart or so remained behind. The residue will contain the lye and such other impurities as may have been contained in the witch hazel.

Concentrated Solution of Sodium Phosphate.—F. F. W.—The method of preparing this solution has been described in previous issues. The formulas do not, however, all agree, some providing for a simple solution of sodium phosphate and citric acid, and others for the addition of sodium nitrate. A solution containing in each teaspoonful 75 to 85 grains of the salt may be made after the following formula:

	Parts.
Sodium nitrate crystals.....	5
Citric acid crystals.....	13
Sodium phosphate granular.....	85

In a hot mortar mix the sodium nitrate and citric acid and triturate until the crystals become liquefied, then add the granular sodium phosphate and triturate for a few minutes until semi-liquid; then transfer to a wide-mouth bottle, cork tightly, keep in a warm place, shake well occasionally until dissolved, and filter.

A solution containing 60 grains of sodium phosphate in each fluid drachm may be made as follows: In a warm mortar reduce 4 ounces av. of citric acid to powder and triturate with 17½ ounces av. sodium phosphate crystallized. Heat the mixture on a water bath until liquefied. Strain through a pellet of cotton and pass, if necessary, enough water through the strainer to measure 16 fluid ounces. Each fluid drachm of the solution will contain 60 grains of sodium phosphate. This preparation crystallizes in the cold—at about 55 degrees F., but it readily liquefies again on warming.

Butter Coloring Compounds.—M. D.—One of our German contemporaries publishes the following formulas, which are new:

Sodium bicarbonate.....	1,000
Turmeric, in fine powder.....	10
Alcohol, 95 per cent.....	200

Mix thoroughly and then dry. Before churning dissolve half a tablespoonful of the powder in one-quarter liter of hot water, and add this to five to six liters of cream of a lukewarm temperature—say 19 degrees C.

Another preparation, which has some sale in German drug stores, consists of a mixture of an alkali carbonate, such as sodium bicarbonate or potassium carbonate, colored with powdered turmeric. A powder of this composition is put up in a round box of a capacity of 50 to 100 Gms. with directions to add a half teaspoonful of the powder to each churning of 30 quarts. The addition not only produces a better color, but also facilitates the churning.

The following powders are fed to the milk bearing animal:

Foenugreek seed.....	1,000
Anise seed.....	150
Fennel seed.....	150
Sodium bicarbonate.....	300
Sodium chloride.....	140

The finely powdered seeds are mixed thoroughly with the other ingredients.

For cows a tablespoonful three or four times a day mixed with the feed, or better in some mucilaginous drink, or mash, is the dose. For sheep or goats the dose is a teaspoonful three or four times a day. These directions also apply to the following:

DUTCH BUTTER COLOR.

Foenugreek seed.....	2,000
Calcium phosphate.....	100
Fennel seed.....	800
Gentian root.....	300
Sodium bicarbonate.....	500
Black sulphide of antimony.....	200
Sodium sulphate, dried.....	250

ALPINE BUTTER COLOR.

Foenugreek seed.....	200
Anise seed.....	30
Dill seed.....	30
Juniper berries.....	50
Gentian root.....	40
Asafoetida.....	15
Red bole.....	15

It is understood, of course, that each of the ingredients named is to be finely powdered before mixing with the others.

Perfume for Turpentine Hair Wash.—J. E. L. manufactures a hair preparation of which turpentine is one of the ingredients, and he asks if we can suggest any combination of flavors which would mask the turpentine and impart to the mixture a pleasant odor. Our correspondent has tried camphor, but without satisfactory results.

If a highly rectified oil of turpentine is employed its distinctive odor may be easily masked by the skillful use of combinations of the oils of bergamot, lemon and citronella, and a little experimentation on the part of our querist would easily determine the proper amount of each oil to use in order to get the best result. Oil of thyme will also be found useful.

Address of the Mexican Land Association Wanted.—H. B. writes: "Will any of your readers kindly give the address of the Mexican Land Association, promoted by druggists to assure an income for old age by growing tropical fruit on reasonable terms?"

Book Notes.

Books, Etc., Received.

INORGANIC, GENERAL, MEDICAL AND PHARMACEUTICAL CHEMISTRY, THEORETICAL AND PRACTICAL. A Text-Book and Laboratory Manual containing Theoretical, Descriptive and Technological Chemistry; Class Exercises in Chemical Equations and Mathematics; and Practical Manufacturing Processes for Five Hundred Chemical Preparations, with explanatory notes. By Oscar Oldberg, Pharm.D., Professor of Pharmacy, Director of the Pharmaceutical Laboratories and Dean of the Faculty of the School of Pharmacy of Northwestern University, Chicago. In two volumes. Vol. I; Vol. II, illustrated. 1900; Chicago Medical Book Company, Chicago.

A TEXT-BOOK OF CHEMISTRY INTENDED FOR THE USE OF PHARMACEUTICAL AND MEDICAL STUDENTS. By Samuel P. Sadler, Ph.D., F.C.S., Professor of Chemistry in the Philadelphia College of Pharmacy, author of "A Hand-Book of Chemical Experimentation," "A Hand-Book of Industrial Organic Chemistry," and Chemical Editor of "The United States Dispensatory," and Virgil Coblenz, Ph.D., F.C.S., Professor of Chemistry and Physics and General Director of Chemical and Pharmaceutical Laboratories in the New York College of Pharmacy, author of "A Hand-book of Pharmacy" and "The Newer Remedies." Being the third revised and enlarged edition of Sadler and Trimble's Chemistry. In two volumes. Vol. I, General Chemistry; Vol. II, Analytical Chemistry and Pharmaceutical Assaying. Philadelphia: J. B. Lippincott Company. London: 36 Southampton Street, Covent Garden.

KING'S AMERICAN DISPENSATORY. New edition. Entirely rewritten and enlarged, by Harvey W. Felton, M.D., Adjunct Professor of Chemistry in the Eclectic Medical Institute, Cincinnati, O.; Co-editor Locke's Materia Medica and Therapeutics; Ex-President Ohio State Eclectic Medical Association, etc., etc., and John Uri Lloyd, Ph. M., Professor of Chemistry and Pharmacy in the Eclectic Medical Institute, Cincinnati, O.; formerly Professor of Pharmacy in the Cincinnati College of Pharmacy; Ex-President of the American Pharmaceutical Association; Author of the Chemistry of Medicines; Drugs and Medicines of North America; Elixophra, etc., etc. Two volume edition, royal octavo, containing together 2,284 pages, including complete indices. Cloth, \$4.50 per volume, post-paid. Sheep, \$5.00 per volume, post-paid. The Ohio Valley Company, publishers, Cincinnati, O.

A PRACTICAL TREATISE ON MATERIA MEDICA AND THERAPEUTICS, WITH ESPECIAL REFERENCE TO THE CLINICAL APPLICATION OF DRUGS. Students' Edition. By John V. Shoemaker, M.D., LL.D., Professor of Materia Medica, Pharmacology, Therapeutics and Clinical Medicine, and Clinical Professor of Diseases of the Skin in the Medico-Chirurgical College of Philadelphia; Physician to the Medico-Chirurgical Hospital; Member of the American Medical Association, of the Pennsylvania and Minnesota State Medical Societies, the American Academy of Medicine, the British Medical Association; Fellow of the Medical Society of London, etc., etc. Fifth Edition, thoroughly revised. Philadelphia, New York, Chicago: F. A. Davis Company, publishers, 1900.

A MANUAL OF PHARMACEUTICAL TESTING FOR THE MAN OF BUSINESS AND HIS ASSISTANTS, COMPRISING SIMPLE INSTRUCTIONS FOR THE TESTING OF THE CHEMICALS OF THE BRITISH PHARMACOPOEIA, ETC., with such materials and appliances as are in common use at the dispensing counter. By Barnard S. Proctor, F.I.C. Second edition. Published at the offices of "The Chemist and Druggist," 42 Cannon Street, London, E. C., and at Melbourne and Sidney, Australasia, 1899.

PANAMA AND THE SIKERAS, a Doctor's Wander Days. By G. Frank Lydston, M.D. Illustrated from the author's original photographs. The Riverton Press, Chicago, 1900.

Proceedings of the National Wholesale Druggists' Association, in convention at Chicago, Ill., September 17-22, 1900; pp. 1-463. Secretary, A. B. Merriam, 210 Ceylon Building, Chicago, Ill.

Proceedings of the Wisconsin Pharmaceutical Association, held at Waupaca, Wis., September 4-6, 1900. Secretary, H. Rollman, Chilton, Wis.

Advertising Ideas.

Under this heading we shall conduct a practical discussion of store methods and advertising for retail druggists. The Department Editor will be pleased to criticise advertisements, suggest improvements and answer all questions coming within the scope of this department, provided they are accompanied by the name and address of the writer.

ULYSSES G. MANNING,

DEPARTMENT EDITOR.

GROW NEXT YEAR.

THE advertising that you dream of doing will never increase your bank account. Many let golden years slip by while they shiver on the brink of advertising, fearing to plunge in because of doubt as to the issue. A common cause of hesitation is that advertising is looked upon as expense rather than an investment. It is an investment, and while all investments do not turn out profitable, I know of none so certain to pay as this one. If a store has any grow in it, it is not hard to successfully advertise it. In most cases it is as simple as any problem can be. This is not a rash statement; I speak from a wider experience than any one else has had.

If a store deserves more trade than it has, the securing of this trade is normally a problem of spending the right amount of money, of spending it properly.

As the store deserves business, and as the advertising is adequate, so the results will be.

Advertising is any means by which you convey to the people about you the reasons why they should patronize your store, should buy your goods. This subject has been confused by the theories of the unexperienced, and by the antics of those who are eternally trying to keep themselves rather than their business before the public. The only idea of your personality that need ever be conveyed by advertising is that you are a man of sense who attends strictly to the business of selling worthy goods. If you persistently tell people what you have to sell, why it is desirable, and, usually, what it costs, you are doing good advertising—far better advertising than that of the man who feels it necessary to dazzle by his intellectual brilliancy. The essentials of good advertising are these:

Good goods and service.

The expenditure of enough money.

The choice of proper mediums.

A determination to stick to it.

THE AMOUNT TO SPEND.

It is extravagance to spend too much or too little; too little is apt to be the greater extravagance. Generally speaking, two or three per cent. of the gross sales is the proper amount. It is not necessary to explain here why a sum of about this figure is the economical one for the average store; some things in this would have to be taken on faith.

CHOICE OF MEDIUMS.

You must provide for reaching about everybody within your radius of trade. If the newspapers will do it use them. If you are where newspapers cannot be used to advantage, in a large city, for instance, use circulars. In most localities both can be wisely used.

If circulars are to be used there is no need to worry as to their form. Folders, booklets, circular letters are all good. The important thing is to reach everybody with them, and to reach them often enough to make an impression on them.

If newspapers are used use the best one first and the others as you can, taking such space as you can afford to use regularly and increase it as business grows. Reach everybody, even though you have to do both circular and newspaper work.

PERSISTENCY.

Advertising is not a means whereby you can sow a dollar this week and reap two dollars next week. It is something different and better. The ad of to-day is not essentially a means of selling enough goods to pay an immediate profit on the investment, though that is a result often attained, but rather it is a simple strand in the web of conviction that you are weaving about your public. Advertising is not solely to sell the item advertised to-day, but to so influence the judgment of the public that it comes to you for all its needs in your line. The larger rewards of advertising go to the man who can wait, and who knows what he is waiting for. Without faith and persistency the best results are never won.

No such summary of the subject can solve the lesser individual problems of

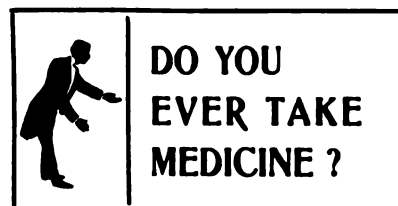
advertising. These are general observations that must often be modified. Readers of this department who have a desire to plan an effective advertising campaign are free to ask for any advice, hints or suggestions that are needed.

The Prize Advertisement.

The American Druggist offers a prize of books to the value of \$2, each issue, for the best retail druggist's advertisement. The prize is this time awarded to Jno. R. Thompson, Allegheny, Pa.

CRITICISM AND COMMENT.

The eight-page booklet which receives the prize for this issue is a neat little production. It is printed in blue on pearl tinted enamel paper of moderate weight, without cover, which is good enough for a booklet for temporary distribution. The formula for an inexpensive booklet good enough to attract respectful attention, but not so good as to reduce the profit of its distribution, is to use a coated or enamel book paper, to have it set throughout in two faces of type only and to print in black ink or some tint which will harmonize with the stock. Mr. Thompson's book would have been more attractive had it been printed in some ink more harmonious than blue, and if the amount of text and arrangement of pages had been more uniform.



Cover Page

THIS LITTLE BOOKLET

is sent to you from Thompson's Drug Store at the corner of North Avenue and Federal Street.

ITS PURPOSE

is to invite you to bring your prescriptions to us to be filled.

Page 1.

NEARLY EVERY ONE TAKES MEDICINE OCCASIONALLY.

Some people are taking medicine all the time. We are putting up medicine all the time. It's our especial work. To some people medicine making is a business—to us it is an accomplishment—and a fine art. We have made medicine-making a study. We have learned many things that Colleges of Pharmacy do not teach. Our courses in the college gave us an insight into Pharmacy, but our experience in the Drug Store has given us knowledge of medicine; not only how to mix, compound, distill, filter and grind, but how and where to buy Drugs. How to test for purity and strength; how to follow the Doctor's directions in prescriptions. How to prepare medicine that its most pronounced or most delicate action may be had according to the Physician's expectations.

Page 2.

The aim of Thompson's Drug Store has always been to become a

"PERFECT" DRUG STORE.

The greatest Drug Store Promoter in the world is in our employ. Beauty, Humor and Eloquence sit down when he rises to speak. He's invincible—attractive. He's a King. His name is

QUALITY.

Page 3.

THE PRESCRIPTION DEPARTMENT,

which is the principal thing in our Drug Store, is splendidly arranged and stocked, containing

DRUGS, CHEMICALS AND PREPARATIONS

from every corner of the world. There is not a day but something new is added. We take particular pains to get the new productions of science so that the Doctors will have no trouble in getting them. Our mixing department excels particularly in cleanliness—this is a point that many otherwise good Druggists neglect. It is a most important point and we take pride in having everything ship-shape, clean and aseptic at all times.

Page 4.

IN ASKING YOU TO BRING YOUR PRESCRIPTIONS TO US

We do so with a consciousness that we are worthy. We have always made medicine-making our main work. We never leave boys or assistants in charge. Each man who fills prescriptions or compounds medicine here is a Graduate in Pharmacy and a Registered Manager. We always take our time in filling prescriptions, but in cases where medicine is required in a hurry, we make all despatch possible consistent with safety and accuracy.

Page 5.

THE PRICE WE CHARGE FOR A PRESCRIPTION IS RIGHT.

We never take advantage of a patron by asking an exorbitant price for an inexpensive prescription. But if the Doctor orders a certain brand or a certain preparation or a certain chemical, we put in the one he calls for, and if it happens to be expensive the charge must be according. The druggist who has the courage to ask a fair price for his goods and his services is the druggist you should trust with such important work as putting up your medicine.

IT IS THE CHEAP DRUGGIST WHO SUBSTITUTES.

Page 6.

We'll Fill the
Prescription Right
Or We'll Not Fill It
At All —

TELEPHONE 326-A.

We Will send for your Prescription
fill it and deliver it promptly.

THOMPSON'S DRUG STORE,

North Ave. and Federal St.,
ALLEGHENY, PA.

Last Cover Page.

Will Influence the Doctors.

The circular to physicians which is a good one. Mr. Fralley is, I think, issuing a series of these, taking up one preparation at a time. This is a dignified presentation of the subject and a series equally good is sure to produce good results.

Fralley's East End Pharmacy,

LANCASTER, PA.

To the Medical Profession.

Your attention is respectfully directed to our Elixir of Iron, Quinine and Strychnia, a preparation of recognized merit as a tonic, tissue and nerve builder. Our Elixir is at once an elegant preparation in appearance; palatable to the taste and effective in its active constituents; each fluid drachm containing half a grain of quinine, 1-64 grain

of Strychnine and 2 grains of the pyrophosphate of iron in a readily assimilable form and clear solution.

No preparation in all the list of galenicals has received more attention from the skilled chemists of this and European countries than the Elixir of Iron, Quinine and Strychnia. The difficult solubility of the quinine and strychnia and the incompatibility of some of the salts of these three bases furnishing a puzzle which is yet unsolved by many of the largest manufacturing concerns in the country. We have handled preparations of other houses, in which it was impossible to prevent a precipitation of the quinine and strychnia in cold weather, which precipitates would not redissolve on heating.

We are proud to say that our preparation of Elixir Iron, Quinine and Strychnia is not affected by heat or cold, but is always the same and always contains the same quantity of constituents, so that the dose need never vary, and no danger need be apprehended from an overdose of strychnia.

Should you prescribe the Elixir of Iron, Quinine and Strychnia when in our neighborhood, we respectfully request that you will direct your prescription to our store.

Respectfully yours,

WM. O. FRALLEY,
Graduate in Pharmacy.

Plain and Strong.

The ad of Eames' Drug Store, Manchester, N. H., which is reproduced, is a good example of the simple, easily written, but effective ad. The heading is the natural one, and the ad gets right down to business and stays there. The people who try too hard don't write as good ads as this one.

About Hot Water Bottles

A dollar well spent is better than fifty cents badly saved. Our hot water bottles are made by the most reliable firms. Your money back any time if they are not as good as we say. We carry them in stock from the child's size novelty bag, holding 1/4 pint, to the size capable of holding 3 quarts. See our new patented bag, fastened to the body by an attachment which makes it stick like a leech.

Eames' Prescription Store.

Always Remember Our Free Delivery.

Elm, cor. Lowell Streets.

A Notorious Character.

Mr. C. C. Deam, of Bluffton, Ind., who apparently lies awake nights thinking of schemes to arrest the attention of his bucolic community issues a card bearing upon one side a picture of himself and the following:

\$500 Reward.

A Notorious Character.

For Description See Other Side.

On the other side appears:

Description.

The accused is a slim-complexioned individual less than seventeen hands high, weight less than 500, wears a 50-cent shirt, with his shoes run down at the heel, has black eyes and hair, big feet and a large appetite. When last seen he was making that famous Deam's Nerve and Bone Liniment at his drug store east of the Court House, Bluffton, Indiana. This liniment he is selling at 25 cents a bottle, and giving a guarantee to cure all pains in man or beast. \$500.00 reward will be given to any one who catches him asleep during business hours.

This is a kind of advertising that would do some druggists more harm than good, and as long as there are bet-

ter methods those who can control their desire to do unusual things had better pass this kind by.

Display Needs Improving.

The H. E. Walker Drug Co., Corinth, Miss., submit an ad which occupied nine inches double column, eighteen inches in all. The text of this ad is reproduced in condensed form in this issue. The chief criticism of the ad is that it can be so condensed, and it would be possible to condense it still more by revision.

The heading of this ad was in 16-point type, less than one-fourth inch high. This is entirely too small. The body was also set in too small type, considering the space. This left about two-thirds of the space white. The printer distributed this white space in a manner that destroyed the unity of the ad. All type should have been larger, especially the headings and the text should have been held together in the center of the space. If the white space had been equally distributed on all sides of the matter it would have made the type form stand out in relief.

When We Started

Our store three and a half years ago, people were in the habit of buying their drug store goods some other place. Now they are in the habit of buying them here. We make it profitable for them to do so; have convinced them that there is an all 'round saving at

Walker's.

We are ever on the alert; we aim to keep up the high standard of our store in every respect. We have every modern facility and advantage for making this store the place to buy everything in the drug line. Ours is a modern pharmacy, with modern methods of doing business. We invite you to buy your drug store goods here.

H. E. Walker Drug Co.

At a college examination a professor asked: "Does any question embarrass you?"

"Not at all, sir," replied the student. "Not at all. The questions are quite clear. It is the answers that bother me."

N. W. D. A. SUED.

A Philadelphia Cutter Kicks.

N. A. R. D. PLAN ATTACKED.

Philadelphia Association Defendants.

Philadelphia, December 20.—The druggists in this city think that peace hath departed from the City of Brotherly Love. First the State Pharmaceutical Examining Board made life a burden, then the Philadelphia Association of Retail Druggists combined against the cutters and made it unpleasant for them, and now a druggist who has been receiving marked attention has brought suit for damages against the local association and the National Wholesale Drug Association.

Loder Refuses to Come Into the Fold.

It appears that some weeks ago the local drug association tried to get all the cut rate druggists to come into the fold and mark up their goods. Many of them did as was asked, but C. G. A. Loder, Sixteenth and Chestnut streets, refused to entertain any of the propositions submitted. Since then he has made requests repeatedly to the various wholesale and jobbing houses, who one after another positively declined to sell him goods at any price. They declared he was an aggressive cutter who would not uphold the price fixed by the association, and therefore an enemy to the trade. Mr. Loder claims he was boycotted, and he has been compelled in many instances to purchase goods at retail and sell at his price, which entailed him a loss.

Loder Brings Suit.

On December 19 Mr. Loder sought redress, and through his attorney, Henry J. Scott, he brought suit for damages against the Philadelphia Association of Retail Druggists, consisting of Given A. Light, William McIntyre, Warren H. Poley, Aquila Hoch, Henry C. Blair, Jr., Edwin R. Smiley, Walter A. Ramsey, Frederick T. Gordon, James C. Perry, Jacob Eppstein, Edward J. Finuerty, Jr., Harry L. Stiles, J. M. Baer, C. J. Campbell, J. Griffith Howard, Daniel M. Harris, Thomas M. Newbold, William L. Cliffe, Charles Leedom, Mahlon Kratz, Edward T. Spencer, Dr. C. Welderman, J. Lawson Crothers, B. Frank Davis, William F. Steinmetz, Edwin M. Boring, J. S. Sands, H. H. Ross, M. Gilbert Ruff, William Pechim, Robert McNeil, W. Proctor, Samuel C. Henry, John J. Finney, Charles A. Gill, William W. Chalfant, Jessie W. Pechim, Russel C. Blackwood, Charles G. Neely and Lawson C. Funk and others. He has brought a second suit against the resident members of the National Association of Retail Druggists, also against the National Wholesale Druggists' Association, consisting of Clayton F. Shoemaker, Melrs Busch, Horace M. Sharp, John W. Champion, Harry C. Champion and Mahlon H. Kline.

The Defendants Are Calm.

The defendants do not seem much exercised over the suit, as they believe that Mr. Loder will lose his case, as the result of the John D. Park suit showed that a manufacturer or druggist could sell to whoever he pleased.

The Wholesalers.

Clayton F. Shoemaker, head of the wholesale drug firm of Shoemaker & Busch, 602 Arch street, also chairman of the Proprietary Committee of the N. W. D. A., who is one of the men sued by Loder, said:

"We have refused to sell Mr. Loder only certain proprietary medicines. He can buy anything else. We are agents for the manufacturers of these medicines, and they have instructed us to take this action. As agents, we must obey. We have a clear right under the law to refuse to sell goods to any person. I can legally decline to sell goods to Mr. Loder because I do not like the color of his eyes, or for any other reason."

"What Mr. Shoemaker says is exactly right," said Mahlon N. Kline, of the wholesale drug firm of Smith, Kline & French Co. "We can decline to sell, if we choose to do so, and reserve our reasons." Mr. Kline quoted the decision of Justice Rumsey, of the Supreme Court, Appellate Division, of New York, in October, 1900, in the case brought by John D. Park & Sons Company against the National Wholesale Druggists' Association.

Cocaine Debauchery in the South.

Bills seeking to forbid the sale of morphine and cocaine without a prescription of a physician are now up for passage in the legislatures of the States of Alabama, Georgia and Tennessee. The Chief of Police of New Orleans has issued an order to all police commanders of the city calling attention to an ordinance relative to the sale of cocaine. The order reads in part:

The constant use of cocaine has assumed large and serious proportions and is daily increasing to such an extent as to be a menace to public health. You are directed to notify the force under your command to use extreme diligence in enforcing the city ordinance against the use of cocaine and to make arrests. This menace is general throughout the city. This order must be strictly adhered to, and you will make written reports to this office of each offender arrested and from whom the drug was purchased, whether from a druggist or pedler.

The complaints against the abuse of cocaine have been very loud for some time, thousands of persons, mainly negroes, using the drug and injuring themselves physically and mentally by it. Some drug stores confine themselves almost wholly to the sale of cocaine, but the bulk of it is sold by peddlers in either pellets or in powder to mix with wine. Under instructions from the Mayor and Council the police will try to break up the abuse and banish cocaine from New Orleans.

Cocaine is used extensively by the negroes of Atlanta, the Constitution of that city reports, as a substitute for alcoholic stimulants. A preparation of the drug in the form of a powder, which can be inhaled through the nose, thus rendering unnecessary a hypodermic syringe, has done much to facilitate the use of "coke," as the negroes term it. The drug is now used as openly as snuff. Negroes can be seen at any time on the streets or in the Police Court snuffing the white powder. A few drug stores are growing rich selling cocaine in ten-cent boxes. Less than ten cents' worth is not sold. The law only requires that druggists register the purchasers and place a number on the box, and the druggists do not violate the law.

WAR TAX ON MEDICINES
WILL BE REPEALED.

Revenue Reduction Bill Now Before the Senate.

BUSY ON AMENDMENTS.

Effectiveness of Druggists' Protests.

The war revenue reduction bill has reached the Senate, having passed the House, and the Committee on Finance having the measure in charge have started to tear it to pieces. Many political questions are entering into determining its fate, which it is needless to review in this column. Among the leaders of the Senate a feeling has developed antagonistic to concurring in the sweeping reductions of the House bill. The recommendations of Secretary Gage that the cut be restricted to thirty million dollars are finding many powerful supporters, who contend that the surplus will not stand a reduction of forty million dollars in the revenues. Notwithstanding the fight which has been started in the Finance Committee over the bill, there appears practically no opposition to the amendments of the House of Representatives, which struck out from schedule B all taxes imposed upon medicinal proprietary articles and preparations. While several members of the House argued during the debate on the bill that these taxes had been beneficial to druggists by permitting them to increase the price of proprietary medicines; that the burden had been borne by the customers, and that there had been no decrease in consumption, it is true that the files of Congress will show that in recent years there has been no demand for Congressional action that reached the strength of the petitions which were poured in upon the individual members last session. The campaign to secure the abolition of the taxes of schedule B surpassed in effectiveness any ever organized, and it appears that it was planned and executed by retail druggists. This would contradict the assertions that the taxes have been beneficial to druggists, and has certainly deeply instilled the belief in the minds of Congressmen that the druggists demand the taxes must be abolished—and the druggists will certainly succeed. The hearings on the war revenue reduction bill will continue until after the holiday recess.

The Georgia Board.

At the meeting of the Georgia Board of Pharmacy held at Atlanta on November 20, there were sixteen applicants for registration, of whom the following thirteen passed successful examinations. As pharmacists:

George G. Reid, Augusta, Ga., and Robert E. Spearman, Social Circle. As apothecary: J. B. Davenport, Augusta; John Epps, Atlanta; J. T. Freeman, Ladonia, Tex.; V. Haskorec, Baxley, Ga.; Isaac Sewell, Cave Spring, Ga.; Geo. H. Turner, Rico, Ga. As Druggist: John R. Anderson (colored), Atlanta, Ga.; T. L. Barrett, Dublin, Ga.; J. R. Brown, Lavonia, Ga.; F. B. Durham, Greensboro, Ga.; Mrs. Helen Westmoreland, Atlanta, Ga.

The next meeting of the Board for the examination of applicants for license will be in Atlanta on Monday, March 25, 1901.

MARYLAND IN LINE.

State Association Approves N. A. R. D. Plan.

PRICE COMMITTEE APPOINTED.

Canvasser to be Engaged.

The third semiannual meeting of the Maryland Pharmaceutical Association convened in the alumni hall of the Maryland College of Pharmacy, Baltimore, on Wednesday, December 12.

Semiannual meetings were inaugurated in this association to map out work for the various committees and thus increase interest and assure the members of having much matter for discussion at the annual meeting.

Address of the President.

The meeting was called to order in a business session at 3.15 p. m., by the president, Wm. E. Turner, of Cumberland, who after calling Vice-President Wm. E. Brown to the chair, read an address in which he stated that the notable increase in interest, as well as in point of membership, was indeed gratifying, and should stimulate the members to greater activity in the matter of extending the benefits to be derived from such affiliation to druggists and pharmacists throughout the State, who have not as yet joined the association in its labors for the promotion and progress of the profession. If organized for no other purpose than that of securing proper legislation in the State in matters relating to pharmacy, that alone should be sufficient reason why every pharmacist should cast in his lot with the association and aid the indefatigable chairman of the Legislative Committee, Dr. A. R. L. Dohme, and his fellow committeemen, in bringing about this so greatly desired result.

N. A. R. D. Criticized.

It was a question in the mind of the president, as set forth in his address, whether the N. A. R. D. could ever successfully carry out the tripartite plan as adopted at Detroit, and the recognition given by officers of the N. A. R. D. to a certain patent medicine company, in consideration of a plan by which to distribute their goods and receive a consideration for the furtherance of the N. A. R. D., was a matter for deprecation, for if this organization is to succeed it should and must adhere to the principles as outlined at the organization meeting at St. Louis, that the N. A. R. D. was going to stand on its own foundation.

The removal of the unjustly discriminatory war tax was likewise to be considered a matter requiring the attention and earnest efforts of every individual pharmacist.

The Executive Committee

reported favorably on twenty-four applications for membership as having been received since the annual meeting in June last, which at the evening session was increased to thirty; among them being a lady pharmacist, hence it seems the ladies are coming to the front in pharmacy in Maryland, as the college has three lady students, and the State association one lady member.

The Legislative Committee

reported that a thorough canvass of the State was being made so as to get every

pharmacist heartily in accord with the plan to obtain the support of the public as well as the profession in the effort to have a pharmacy law enacted at the next session of the State Legislature.

The Committee on Adulterations reported that several cases of blindness from drinking essence of Jamaica ginger made with wood alcohol had been reported at a recently held meeting of the medical and chlrurgical faculty, and deemed an investigation as to the extent to which methyl alcohol is used in making pharmaceutical preparations desirable. As a result of this report, the committee was instructed to investigate the matter thoroughly and report at the annual meeting; and a resolution stating it to be the sense of the association that methyl alcohol should not be used in making pharmaceutical preparations was unanimously passed. Other committees presenting encouraging reports were those on pure food and drug laws, and on membership.

At 8 p. m. a social session was held, followed by addresses on the "Advantages Gained by Being a Member of the Maryland Pharmaceutical Association," by J. C. Muth, Dr. Alfred R. L. Dohme and H. P. Hynson; after which the president again called the association to order for a business session, to permit Prof. Wm. C. Anderson, president of the N. A. R. D., to present the working plan of the tripartite agreement to the organization, which he did in a most thorough and eloquent manner, and answered satisfactorily numerous questions that were propounded to him. A committee, consisting of Dr. A. R. L. Dohme, A. J. Corning and Oscar E. Ross, was appointed and given power to adopt a schedule of prices, employ a canvasser to submit the same to the trade in Baltimore City, and make every effort to put the plan into operation.

After appointing J. F. Hancock, J. M. Wiesel and J. E. Hengst a Committee on Resolutions on the death of August Prosperri, a United States naval apothecary and member of the association, the meeting adjourned at midnight.

The Kansas Board of Pharmacy.

At the meeting of the fourth quarter, held by the Kansas Board of Pharmacy at Salina, December 5, 1900, twenty-one applicants were present and took the examination. The following were successful:

W. M. Applebaugh, Hays City; E. H. Burns, Parsons; W. P. Dockhorn, Oskaloosa; George E. Forney, Hutchinson; James W. Ganerholz, Kensington; John C. Loch, Lane; H. E. Nelson, Kinsley; L. Schuhmacher, Washington; Thos. S. Grisell, Lebanon; L. E. Hendrickson, Abilene; E. C. Pace, Osawatimie.

Registered assistants: F. H. Lane, Topeka. There were registered as pharmacists without examination, by virtue of being graduates of recognized colleges of pharmacy:

Clarence A. Carter, Topeka; L. P. Nichols, Williamsburg; Joseph Finley Hocking, Wichita; Louis B. Loeb, Junction City; Edward L. Heintz, Ottawa; W. S. Shaw, Kansas City; Charles F. Peters, McPherson.

As assistant pharmacist without examination:

Eugene A. Sweet, Minneapolis.

The next meeting of the board will be held at Wichita, March 6, 1901. Those who desire to take the examination should notify the secretary, W. E. Sherriff, Ellsworth, at least five days prior to the date of meeting.

PURE FOOD LEGISLATION.

New Pure Food and Drug Bills Will Be Pressed for Passage at this Session of Congress.

An earnest effort is being made both in the United States Senate and House of Representatives to secure legislation at this session upon a pure food bill. Senator Mason, of Illinois, chairman of the Committee on Manufactures, who has been conducting an investigation into the adulteration of food and drugs, has introduced in the Senate a comprehensive bill for preventing the adulteration, misbranding and imitation of foods, beverages, candies, drugs and condiments in the District of Columbia and the Territories, and for regulating interstate traffic therein. It is substantially the same measure as that introduced in the House last session by Representative Brosius, of Pennsylvania, and favorably reported by the Committee on Interstate and Foreign Commerce, to which it was referred. Representative Brosius has introduced three amendments to make his bill correspond exactly with that of Senator Mason's. The friends of the bill say that in its present form it is acceptable to all interests, and that it is assured of speedy passage.

Outline of the Mason Bill.

It provides for the establishment under the Secretary of Agriculture of a division of chemistry to analyze foods and drugs, and defines the term "drug" to include all medicines and preparations recognized in the United States Pharmacopoeia for internal or external use. Drugs are to be considered as adulterated when, if sold under a name recognized in the United States Pharmacopoeia, they differ from the standard of strength, quality or purity as determined by the test laid down in the United States Pharmacopoeia official at the time of the investigation; if the strength or purity falls below the professed standard under which sold, or if an imitation of or offered for sale under the name of another article; in the case of confectionery, if it contains terra alba, barytes, talc, chrome yellow or other mineral substances or poisonous colors or flavors, or other ingredients deleterious or detrimental to health. The bill provides for a Board of Appeals, instructs district attorneys to prosecute charges against offenders, and a penalty upon conviction.

Upon the assembling of Congress after the holiday recess Senator Mason will address the Senate in favor of the bill, and will attempt to force its consideration. In the pressure of other business it is doubtful whether he can succeed in disposing of the measure at this session, but, as stated above, its friends claim that, if given a fair hearing, favorable action will speedily follow.

Means—Newman.

Cards are out announcing the marriage of Harry P. Means and Miss Charlotte, daughter of Mr. and Mrs. Geo. A. Newman, of Louisville, Ky. Mr. Newman is widely known and very popular throughout the drug trade, and is a large stockholder in and manager of the Eastern office of the California Fig Syrup Co.

Obituary.

GEORGE R. REYNOLDS.

George R. Reynolds, one of the best known and among the oldest of the druggists in Washington, D. C., died at his home there on November 23. He had not been in good health for some time, and his death had been expected. Mr. Reynolds was esteemed by a large circle of friends. He was a man of fine traits of character, with a genial disposition. When a young man he entered the drug business, which he followed for thirty-five years, continuing actively in business up to the time of his death. Mr. Reynolds was a widower and leaves no children.

EDGAR PINCHOT.

Edgar Pinchot, who from 1859 to 1874 was engaged in the wholesale drug business at No. 214 Fulton Street, Manhattan, his firm being Pinchot & Bruen, died on Friday at his home in Milford, Pa. For many years, since Cyril Pinchot, the father, came from France, the Pinchots have been among the leading residents of Milford. Edgar Pinchot was born there about seventy-one years ago. He received a liberal education, and then devoted himself to the general mercantile business which the Pinchots conducted in Milford. In 1857 he came to this city and engaged in the wholesale grocery business. Two years later he went into the drug business with Albert Bruen, of No. 256 Cumberland Street, Brooklyn. This partnership was continued until 1874, when Mr. Pinchot retired on account of ill-health. After traveling extensively in Europe he returned to Milford.

LUTHER L. JENKINS.

Luther L. Jenkins, an old Boston druggist, died suddenly on December 11. Deceased was born in West Cambridge December 10, 1828. He obtained his education in the schools of Boston and Cambridge, and about 1843 he entered the store of Thomas Farrington, located underneath the Tremont House, in Boston. He soon after left there and went with S. W. Fowle, 138 Washington street, where he remained ten years, after which he spent ten years in Ohio. During the war he was assistant surgeon and later captain in the Eighty-seventh United States Regiment of colored infantry, which was a part of Bank's corps and participated in the expedition up the Rio Grande. He also did garrison duty in New Orleans during the spring of 1865. He was honorably discharged in March, 1866, and returned to Boston, where, on May 1, 1866, he purchased the drug store at 119 Leverett street, which he occupied at the time of his death. Mr. Jenkins was a member of the B. D. A., M. S. P. A., A. Ph. A., M. C. P., and was prominently identified with the Royal Arcanum, Masonic order and the G. A. R. He leaves two daughters and four grandchildren.

The A. Ph. A. Meets on September 16.

The A. Ph. A. meets at St. Louis, September 16 to 21, 1901. At Richmond last May the association selected the place, and the Council has just fixed the date for the forty-ninth annual meeting. The A. Ph. A. has not convened in St. Louis since 1871. An unusually large attendance and an exceptionally interesting and instructive meeting is anticipated.

Bookkeeping for Druggists.

Under the auspices of the Alumni Association of the Chicago College of Pharmacy, the School of Pharmacy of the University of Illinois, A. D. Thorburn, Ph.G., '94, delivered an address to the students and alumni at the school on Thursday evening, November 8, his subject being, "Bookkeeping as Adapted to the Needs of the Retail Druggist." The lecture embodied many practical points and was well received. This was the first of a series of meetings which the association has planned for the present session. The second of the series will be held November 22, the subject being "Banking Forms, etc.," and the third is announced for December 6, and the subject, "Business Agreements, Contracts, Leases, etc."

Greater New York.

News of the trade in and About the Five Boroughs—Notes of Personal Interest—Changes and New Stores—Trade Gossip.

PERSONAL MENTION.

The drug store of County Treasurer John Kimball, at 400 Fifth avenue, Brooklyn, was damaged by fire on the 17th inst. to the extent of \$500. The property is insured.

A. P. Kerley, formerly proprietor of the Sherman Park Pharmacy, 215 Boulevard, has purchased the drug store at 102d street and Broadway.

The store of B. H. Rose, 2519 Broadway, has been acquired by Floyd M. Stage, class of '93, N. Y. C. P., a well-known member of the Alumni Association, formerly of the firm of Smith & Stage, 901 Seventh avenue.

A New York branch of Bauer & Black, manufacturers of plasters and antiseptic dressings, Chicago, has been opened at 24 Gold street, Manhattan, under the management of W. H. Hall.

Geo. Evans, of the Evans-Smith Drug Company, Kansas City, Mo., spent a week or so in this city recently, dividing his time between business and social pleasures. Mr. Evans was accompanied by his wife.

James M. Bush, of W. J. Bush & Co., Incorporated, distillers of essential oils, of London, Eng., is visiting the New York headquarters of his firm. He was introduced at the Drug Club recently.

The old-established pharmacy of Chas. H. Chummar & Son, under the Grand Opera House, at Twenty-third street and Eighth avenue, has changed hands, having been recently sold to A. Liebstadter.

At the annual meeting of the Humphreys' Homeopathic Medicine Company, on December 4, the following officers were elected: Frederick H. Humphreys, president; F. L. Humphreys, vice-president; Herbert B. Harding, secretary and treasurer.

Fred. L. Flick, pharmacist, at Bergen street and Fifth avenue, Brooklyn, is making a unique holiday display in his show windows. A winter scene is shown and among the embellishments are a genuine old rail fence, birds' nests, etc.

An effort is being made to hold the next annual meeting of the New Jersey State Pharmaceutical Association at Long Branch. W. C. Alpers, of the Executive Committee of the association, is in correspondence on the subject with L. Rothenberg, a Long Branch pharmacist.

The Carroll Drug Co., of Passaic, N. J., has been incorporated, to deal in drugs and chemicals. Capital, \$10,000. Incorporators: W. H. Carroll, D. L. Rue, J. McLellan, J. M. Ryan, P. H. Terhune, F. F. C. Demarest, G. T. Welch, all of Passaic; W. R. Ryan, attorney.

The proprietors of the Chemist and Druggist, London, Eng., and the Chemist and Druggist, of Australia, Melbourne, Vic., have established a branch office in New York at Park Row Building, under the management of John E. Glass, where subscriptions and advertisements for the publications will be taken.

Charles A. Osmun, pharmacist, 13 Seventh avenue, a well-known member of various local pharmaceutical organizations, is mourning the death of his father, which occurred suddenly on Monday, December 17, at his late residence near Hackettstown, N. J. Mr. Osmun was in his eighty-third year and apparently in good health at the time of his death. He passed away peacefully while seated in his armchair.

At the annual meeting of the New York Deutscher Apotheker Verein, held on Thursday evening, December 6, the following officers were elected to serve during the ensuing year: President, Charles F. Schleussner;

first vice-president, Charles Schur, second vice-president, Oscar Krause; recording secretary, Charles F. Klippert; corresponding secretary, Sidney Faber; treasurer, Felix Hirsman; librarian, George C. P. Stolzenburg; archivist, George Lelnecker; trustees, Charles Schur, Henry Imhof, Charles Kessler.

F. E. Holliday, chairman of the Executive Committee of the National Association of Retail Druggists, visited New York last week in connection with the tracing of some irregularities in the sale of patent medicines to aggressive cutters. The meeting of the Executive Committee of the N. A. R. D. will shortly be held at Chicago. The committee expects to have about \$5,000 turned over to it by the Sterling Remedy Company, representing 10 per cent. of the cash receipts of the company, under the terms of the Cascaret offer made by Mr. Kramer at the Detroit meeting.

The bankruptcy column of the various local newspapers during the past week has contained a new item relating to an alleged petition in bankruptcy filed by Searles & La Wall, druggists 127 Avenue C, in which the liabilities were put at \$88,915.77 and assets none. This statement is erroneous, according to Mr. La Wall, who informs us that he manages the drug business alone and that Mr. Searles has had no interest in or connection with the drug business for several years past. Mr. Searles is, however, interested in a real estate concern and the petition in bankruptcy was filed by him. The largest creditors are Frederick Wandelt, \$11,110; L. C. Whiton, \$11,525, and Damascus K. Mason, \$5,000.

Among others seen in the local drug market since our last issue were John Hepburn, Flushing, L. I.; I. M. Sweazy, Port Jefferson, L. I.; S. H. Searles, Mount Kisco, N. Y.; C. H. Ellis, Port Chester, N. Y.; W. C. Dambock, Buffalo, N. Y.; S. G. Sternes, Nashville, Tenn.; E. A. McFadden, Hackensack, N. J.; John C. Gallagher, Jersey City; F. P. Dalsell, Cold Spring, N. Y.; James A. Goodale, Dover, N. J.; E. M. Neal, of Spurlock, Neal & Co., Nashville, Tenn.; Franklin C. Burk, Flemington, N. J.; J. W. Doe, of Doe & Gonga, Palm Beach, Fla.; Thaddeus Benjamin and Fred. E. Benjamin, of M. F. Benjamin's Sons, Riverhead, L. I.; J. H. Allen, Millbrook, N. Y.; R. S. Mathews, Atlantic Highlands, N. J.

The Retail Druggists' Association of Newburgh enjoyed their annual dinner on December 3. About twenty-five were present. Several druggists from Cornwall and Marlborough were the guests of the association. President Isaac C. Chapman presided. Brief addresses were made by President Chapman, Fred. Wallace, Geo. H. Merritt, Mr. Gordon, of Marlborough, and Mr. Reeves, of Cornwall. The officers and committees of the Newburgh Association are: Isaac C. Chapman, president; R. Ennis, vice-president; Frederic Wallace, secretary; Clarence Miller, treasurer; F. A. Greenzschach, George H. Merritt and Isaac B. Loxier, Executive Committee; George H. Merritt and W. F. Nutt, Legislative Committee; Frederic Wallace, delegate to the National Association of Retail Druggists.

Fred. Borggreve, chairman of the Committee of Arrangements for the sixth annual ball and thirtieth anniversary of the Alumni Association of the New York College of Pharmacy, which will be held at the Lenox Lyceum on Wednesday evening, January 30, has commenced the sale of tickets and issued a circular to the members and their friends. The circular states the object of the celebration to be primarily for the promotion of a friendly social feeling among the members of the alumni and their business associates. No expense has been spared to make the affair a success. The Eighth Regiment band has been engaged and a grand concert is to be a leading feature. A sub-committee of one hundred has been named, composed of members of the college, traveling salesmen and others more or less actively connected with the drug trade, who will work for the success of the ball and anniversary.

The druggists of Far Rockaway, L. I., have entered into an agreement to close their stores each Sunday at noon.

Andrew Morrison, described in the newspaper reports as "a chemist of Glasgow, Scotland," was recently found wandering about in Jersey City under the influence of some drug, probably knock-out drops. It developed later that he had been robbed of several hundred dollars.

Eustace H. Gane, of the analytical staff of McKesson & Robbins, and the editor of their fortnightly "Drug Topics," is seriously ill with typhoid fever at his home, the Brevoort, at Bedford Avenue and Fulton Street, Brooklyn. Late reports from the sick room were favorable to his speedy recovery, at which his many friends in the trade will rejoice.

William M. Warren, general manager of Park, Davis & Co., Detroit and New York, is receiving many expressions of sympathy from the trade over the death of his wife, which sad event took place at her home in Detroit on the 14th inst. Mrs. Warren had been suffering from a bronchial affection for upward of a year.

Otto Boeddiker, the well-known druggist at 954 Sixth Avenue, is the author of a letter to the "Herald" in which that paper is praised for a recent cartoon illustrating the banes of the drug business. Mr. Boeddiker is also an occasional correspondent of the "Sun."

President Michael Murphy, of the Board of Health, is something of a humorist. At a recent meeting of the Tammany Vice Committee Mr. Keller remarked: "I see Chemist Lederle finds nitrates, albumen, ammonia, nitrogen, dinosaurs, mastodons, protoplasm, crustaceans and phosphates in our Croton." "Great Scott! Wasn't there any water?" inquired Mr. Murphy.

On January 21 there will be celebrated the marriage of Miss Florence Edith Palmer, daughter of Mr. and Mrs. Lowell N. Palmer, of 206 Clinton Avenue, Brooklyn, and Theodore Weicker, of Merck & Co., Manhattan. The wedding will take place in the evening at 8.30 o'clock, and will doubtless prove one of the handsomest functions of the season, for the Palmer mansion is a famous one for such a ceremony.

Most of the formaldehyde used in the United States is manufactured in Germany, but considerable interest is now being extended by American chemists, and we note the formation of a company for its manufacture here under the title of the formaldehyde Company, of Jersey City. The incorporators are Walter C. Gabell, W. H. Lyons and K. K. McLaren. The authorized capital is \$500,000, of which \$1,000 is subscribed.

The old established business of Thomas W. Linton, pharmacist, formerly of the Everett House and now at Fourth Avenue and Eighteenth Street, has been incorporated under the title Linton Pharmacy, of New York City. It is capitalized at \$20,000, and the directors are T. W. Linton, H. F. Malarky and W. F. Case, of New York City. Mr. Malarky has been head manager of the establishment for some time past.

At the meeting of the New York section of the Society of Chemical Industry, held at the Chemists' Club on the 21st inst., papers were read as follows: F. Kniffen, "The Recent Powder Explosion at Indian Head;" V. Coblenz, "A Brief Review of the Pharmacopoeia Committee and Its Work;" J. Brakes, "The Determination of Titanic Acid Colorimetrically;" H. Schweitzer, "Resolutions of the Last International Congress for Patent Legislation, etc., and their Relations to the Patent System and the Industry of the United States."

FESTIVE ALUMNI.

Annual Dinner of the Alumni Association Brooklyn College of Pharmacy.

It was a large and representative body of Brooklyn pharmacists that graced the festive board on the occasion of the annual dinner of the Alumni Association of the Brooklyn College of Pharmacy, at the Argyle, on Wednesday evening, December 12. Covers were raised not long after the hour announced—9 p. m., and from that time

until long past midnight the good time was in continuous session.

Frederick P. Tuthill acted as toastmaster and Chairman of the Committee of Arrangements. Flanking him at the speakers' table were Andrew Myhr, President of the Alumni Association; Oscar C. Kleine, Jr., President of the Brooklyn College of Pharmacy; Wm. Muir, of the All-State Board of Pharmacy; Prof. George C. Diekman, of the New York College of Pharmacy; Wm. L. Perkins, counsel for the Brooklyn College of Pharmacy; Dr. Peter W. Ray, decorated with his 50-year gold medal; Dr. E. H. Bartley, Dean of the Faculty of the Brooklyn College; Dr. W. Bryan, Professor of Materia Medica, and P. Shapiro, of the Senior Class.

When the elaborate menu had been thoroughly discussed, Toastmaster Tuthill proceeded to introduce the speakers of the evening by calling attention to the fact that it was his third appearance in the rôle, and that the night's attendance was the largest in the association's history, a circumstance which indicated its progress. He then introduced President Myhr, who spoke in a similar strain, congratulating those present on the prosperity of the association and urging them to renewed efforts to uphold the rights of the individual pharmacist and to place the profession on a higher plane, which could only be done by constant effort and active co-operation.

There was loud applause when Professor Diekman was next introduced, and some wag started the refrain, "Who is Professor Diekman?"

"First in war!"

First in peace!

First in the hands of the

New York police!"

"They're onto you, Diekman," said a member of the alumni, when the first roar subsided, and the professor was visibly embarrassed.

After stating that he was authorized to tender the members of the association most cordial greetings from the New York association, Professor Diekman brought up the subject of the "prerequisite clause," which requires that men who aspire to honors in pharmacy shall have a college education or undergo the Regents' examination. He told of its history, and of the value of co-operation if they wished to make its final success assured.

To the toast, "The Brooklyn College of Pharmacy," President Kleine responded. He claimed that the Kings County Pharmaceutical Society had done much to improve conditions in Kings County, and added:

"The association has increased to such an extent that it has been compelled to hire new quarters, and the time is not far distant when it will have its own building. What the members of the society want is young men to become identified with us, for they are the life of every organization. The meetings are interesting, and those who attend keep in touch with what is going on in the trade. At first I went out of curiosity. Later I attended because I realized what could be gained by pushing up against other intellects. Don't vegetate in your little drug store, the little world of your own making. Come out and be broad and universal in your ideas and plans. Join the bigger world and help broaden the profession!"

Dean Dr. E. H. Bartley spoke next.

He responded to the toast, "The Faculty," and, like Dr. Diekman, devoted considerable attention to the prerequisite clause, emphasizing the fact that for at least half a century the diplomas of pharmaceutical colleges were of practically small worth.

"The last time I attended an affair of this organization," he said, "I noticed several young ladies, but here they are conspicuous by their absence. Now, my young friends, be sure to bring some of the young lady graduates to the next affair, and if you want new members, just let them secure them, as they are energetic workers."

Dr. Bartley spoke at length upon the needs of the college, and how it had grown during the past few years. He urged the members to continue the activity which had characterized their work in the past, and that the new college building would soon be a reality.

In responding to the toast, "The National Association of Retail Druggists," William Muir, who spoke as substitute for President W. C. Anderson, stated that the N. A. R. D. plan would probably soon be in operation. A meeting had been called for next month of the various local associations, and every effort would then be made to bring about definite action.

Members and guests present were:

Prof. J. L. Mayer, J. H. Droge, William Schroeder, Jr., Dr. A. P. Lohness, Dr. D. C. Mangan, Prof. H. W. Schimpf, J. Kahn, John F. Crawford, Charles Meyer, E. S. Howell, Fred Schroeder, Jr., E. Wisbeck, S. Dewey, George Mulvaney, William Bernay, C. Vandersand, A. M. Platt, George Sheppard, A. R. Reed, O. C. Allaire, Jr., W. T. Maass, T. S. Hanley, Brooklyn representative of Seabury & Johnson; A. E. Marsland, Frederick Weyer, Adrian Paradis, Paul Wellberger, George Z. Zellhoefer, L. Jacoby, C. Bruckman, W. Wallace, B. Heck, W. Meister, A. Soroch, W. Weygandt, C. Reed, F. Bramberger, F. Byrne, Fred. Borggreve and Tom Davies.

MANHATTAN ASSOCIATION.

The Sober Second Thought.

At a special meeting of the Manhattan Pharmaceutical Association, held on Saturday, December 10, a reconsideration of their previous action tabling the report of their committee on a schedule of prices was had. The report of the committee was adopted, and \$100 was appropriated to defray the association's share of the expense of a canvass of the city to ascertain whether 75 per cent. of the retail druggists favored the N. A. R. D. plan to regulate prices on proprietary goods. Following this the association reconsidered the motion passed at the last regular meeting, which recommended the members to join the New York Consolidated Drug Co., the buying club operated under the auspices of the N. Y. Deutscher Apotheker Verein.

Adoption of a Schedule of Prices.

The joint conference committee of the various local pharmaceutical associations of Greater New York, formed for the purpose of adopting a schedule of prices at which proprietary medicines shall be sold under the N. A. R. D. plan, held a meeting at the College of Pharmacy on December 13 and adopted the following schedule:

All 5c, 10c and 15c articles, full price.
 All 25c articles, not less than 20c.
 All 35c articles, not less than 25c.
 All 50c articles, not less than 45c.
 All 60c articles, not less than 55c.
 All 75c articles, not less than 65c.
 All \$1.00 articles, not less than 85c.
 All \$1.25 articles, not less than \$1.10.
 All \$1.50 articles, not less than \$1.25.
 All \$2.00 articles, not less than \$1.75.

An Executive Committee was appointed, consisting of one member from each of the associations, with power to hire paid canvassers to secure the approval of 75 per cent. of the retail trade of the price schedule adopted. This committee will direct the canvass and receive and disburse moneys therefore. The committee consists of Geo. H. Hitchcock, representing the Manhattan Pharmaceutical Association; A. L. Goldwater, of the Greater New York Pharmaceutical Society; A. Bakst, of the New York Retail Druggists' Association, and Wm. Muir, of the Kings County (Brooklyn) Pharmaceutical Society.

On Monday, the 19th inst., at a meeting of the Joint Conference Committee of the New York College of Pharmacy, arrangements were practically completed for the thorough canvass of Greater New York. Eight canvassers were engaged, and it was decided that the practical work would begin on December 26.

Wm. Muir, of the Kings County Pharmaceutical Society, presided at the meeting. The other members present were A. Bakst, of the New York Retail Druggists' Association; Dr. A. L. Goldwater, of the Greater New York Pharmaceutical Society, and Geo. H. Hitchcock, of the Manhattan Pharmaceutical Association. After the canvassers were engaged Dr. Goldwater gave a practical talk on the methods to be adopted, the questions to be asked the retailers and the general scope of the movement. The canvassers were also told to call upon Prof. W. C. Anderson in Brooklyn for further instructions.

RECENT INCORPORATIONS.

The Union Chemical Co., of Cincinnati, O., has been incorporated, with a capital stock of \$10,000, by the following: E. W. Wiggins, S. M. Zilar, J. W. Haley, R. M. Bennett and Alex. Roebing.

C. B. Maywood Co., of Camden, N. J., has been incorporated, with an authorized capital of \$20,000, of which \$1,000 is paid in. Following are the incorporators: C. H. Byerly, G. H. B. Martin and William F. Eldell.

The Ashland Chemical Co., of Ashland, O., has been incorporated, with a capital stock of \$12,000. The following are the incorporators: H. B. Camp, W. O. Beebe, A. S. Miller, W. H. Brubaker, D. G. Brubaker and L. C. Fasig.

Lester H. Greene Co., Montpelier, Vt., manufacturing chemists. Incorporators: L. H. Greene, C. H. Ferrin, C. F. Lowe, A. W. Ferrin, H. W. Park, all of Montpelier.

Bender Drug Co., Denver, has been incorporated to deal in drugs. Capital \$5,000. Incorporators: J. J. Bender, S. E. Bender, A. B. Ullery, all of Denver.

N. N. Shampoo Manufacturing Co., San Francisco: manufacture and sell ointments, salves, etc. Capital \$250,000. Incorporators: J. C. Green, E. D. Woodman, W. F. Man, F. H. Powers, J. P. Gaffney, all of San Francisco.

The Harlem Drug House, of New York City. Capital, \$20,000. Directors: O. Gordon, Nicholas Kruksal and Samuel Herson, New York City.

Chicago Drug Trade Club, Chicago. Incorporators: Charles E. Matthews, John F. Matthews and H. A. Antram.

The Day Drug Co., of Binghamton. Capital, \$8,000. Directors: Elizabeth G. Day, Samuel D. Day, Willard Day, of Binghamton.

Chicago Pharmacal Co., of Chicago, has been incorporated, with a capital stock of \$2,500. The incorporators are A. L. Allen, F. K. Blake and J. J. Hoffman, all of Chicago.

WESTERN NEW YORK.

At Work on a Price Schedule.

LICENSES ISSUED IN ERIE COUNTY.

Dr. Gregory Will Protect His Rights in Court.

Buffalo, December 20.—The second stage of the fight over the possession of the Victor mineral spring is on at Buffalo. The first stage developed by way of an attempt to obtain an indictment of Dr. W. G. Gregory on a claim that he sold a manufactured water instead of the natural Victor. The grand jury threw the case out, and then the same parties sued him for \$10,000, which is claimed to be the amount of damages they have sustained by his appropriating the waters of the Victor spring. Dr. Gregory, through his attorney, has made a statement in which he says that there was no truth in the first charge made by Florian, who appears to be a partner of Doran, who now brings the suit. Doran claims to be the owner of the spring, and was aided, as Dr. Gregory states, by some of the doctor's discharged clerks in making out his papers. Doran was treasurer of the original company which obtained a deed of the spring, but did not get it recorded. Since that time Doran has obtained a deed in some way, and has it on record. The company owes the doctor nearly \$1,000, which is sufficient to wipe out any claim made on it by any one, especially as it is in the form of judgments for the most part. The doctor will now push his claim to a finish, which he is now sorry that he did not do sooner. It is likely that there is a long fight ahead.

Smuggled Opium Seized.

For a long time the opium smuggling business across from Canada to Buffalo appeared to be dead, but this month the well-known border detective, Charles E. Lewis, has easily proved to the contrary by unearthing \$400 worth of it in the joint and general Chinese store of Gum Tai & Co. in Buffalo. The fact that the drug was found hidden in all sorts of by corners, as well as in the rooms of occupants adjoining, was enough to reveal its contraband character, and the officers arrested Mark Gue, the only Chinaman on the premises, who appeared to be the manager of the store. There were no Government stamps on the opium, which also would warrant the seizure. The Chinaman is out on bail.

Licenses Issued by the Board.

At the second December meeting of the Erie County Board of Pharmacy the following licenses were issued: Assistant to Edward J. Biles and Mrs. M. E. Horton; pharmacist to Harry H. Thompson, Earle J. De Goller, Charles T. Pohlman, Mason S. Brown, Solomon P. Zolotnitzky and Herbert Taylor, all on examination. Eleven candidates failed to reach the regulation percentage. Of the successful ones Mr. Biles is with Smither & Thurstone, Mrs. Horton is at her husband's pharmacy on Utica street, Mr. De Goller is a college student without position, Mr. Pohlman is at Liebetrut's pharmacy, Mr. Zolotnitzky is about to buy a store, Mr. Brown is in Dr. Berry's pharmacy at East Aurora, Mr. Thompson is with W.

J. Thompson on North Division street and Mr. Taylor is with Rider's pharmacy.

An Extra Session of the Erie County Board.

The board will meet again in extra session on the 29th to complete the examinations, and on the 31st to close all its work. An Auditing Committee has been appointed by the chair, so that all accounts can be passed on regularly. There will be funds unexpended, which will be turned over to the State.

Last Meeting of Old State Board.

The board is in receipt of a letter from Secretary Dawson, of the old State Board, with the information that it would meet in Albany on the 18th, pass on examination papers, after which the "funeral services" of the board were to be attended on the 19th.

Work Planned for the New Board.

The extreme solicitude of the State druggists generally as to the temper of the new board continues, and is a great help to the work it has in hand. Of the 106 letters sent out to country druggists of the Western section, asking for the names of unreported sellers of drugs 75 have been answered, from which it is found that there have been many violations of the law by selling drugs in grocery stores and elsewhere. As soon as the new board is organized it will take such cases up.

There are many letters coming in with questions like the following: A drug firm, composed of father and son and so designated, wishes to know if that is enough. The reply is that there must be in addition something to show the name of the son, so that in case there are other sons the board will be able to distinguish this particular son from the others.

Bowlers at Work.

On December 10 the Buffalo Druggists' Bowling Association played a game with the Unions of Buffalo, a club made up of excellent material, and won by 123 pins, taking every point in the game. The evening was concluded with a supper, which included speeches and music. The druggists' team was composed of P. M. Lockie, J. K. Frank, H. A. Schack, W. H. J. Smith and George Reimann for the first half, and Derman Dedo, A. J. Keller, J. L. Perkins, Eli Randall and J. A. Leckie for the second. This club has now played 15 match games during its four seasons of existence and has never lost one. Four of them were played in Rochester and one in Cleveland.

Working on a Price Schedule.

The Buffalo druggists, working through the Erie County Pharmaceutical Association, are engaged in perfecting their plan of establishing minimum prices of the various proprietary medicines that they handle, so that there shall be no more selling at a loss. There is not much information obtainable from official sources now, as the effort for the present is much in the form of a still hunt. Solicitors are out after the names of all members of the trade, and where there is objection to joining the association the efforts of personal friends are brought to bear on the case. So far the movement appears to be satisfactory. A bunch of 40 names has lately been sent in of druggists that never belonged to the old as-

sociation. Various dates have been set for announcing the price-list, but there is as yet reason for not being in any hurry.

The class at the Buffalo College of Pharmacy now numbers an even hundred, with five special students. Mid-session examinations are in progress, to be followed by vacation on the 20th. Charles H. Gauger has been appointed treasurer of the alumni association of the college in place of R. B. Cursons, deceased.

Stoddart Bros. Win.

The suit of Stoddart Bros., the Seneca street druggists, against the Palatine Insurance Company, of Manchester, Eng., to recover insurance alleged to be due on a "use and occupancy" policy, has terminated in a substantial victory for the firm. The case was tried before Justice Kruse and a jury in part 2 of the Supreme Court, and the jury returned a verdict of \$548.78 for Stoddart Bros. The firm carried use and occupancy insurance in addition to regular insurance against fire, and in the fire at its store in 1899 the building and furnishings were so damaged that several weeks elapsed before business could be carried on in the same way as before. They placed this period at 60 days and asked for \$16 per day. The company offered a very small amount, and the matter was taken to the courts with the result as given above. Stoddart Bros. have a similar claim against the Western Insurance Co., of Toronto, and this will be prosecuted unless settled.

Syracuse Druggists' Banquet.

The twenty-first annual banquet of the Syracuse Druggists' Association was held at Foreman's dining room on the evening of December 11. Nearly all the druggists of the city were present. Before the banquet was served a reception was held in the reception room. The tables in the dining room were prettily decorated. Neat souvenirs of the occasion were presented to those present. After the banquet informal remarks were made by Francis Bacon, president of the Chamber of Commerce; Dr. Henry Didama, dean of the College of Medicine, and William K. Wickes, principal of the high school, all of whom were guests of the occasion. The Entertainment Committee consisted of Thomas W. Dalton, E. S. Dawson, Jr., C. G. McElwain, Orrin J. Snow and B. W. Bissell. The officers of the association are: George E. Thorpe, president; H. E. D. Newton, vice-president, and F. E. Champlin, secretary-treasurer.

Syracuse's Widow Pharmacist.

It is announced that the highest rating ever given by the New York State Board of Pharmacy in an examination for a license as a registered pharmacist has been secured by Mrs. Marietta Harmon, of Syracuse, her paper being almost perfect. Mrs. Harmon is a teacher in one of the public schools of the city, as well as the proprietor of a drug store on Almond street. This store was left to her three years ago, when her husband died. She tried to sell the business, but the offers she received were so low that she decided not to make the sacrifice. Instead she hired a licensed clerk and started in to run the business with his assistance.

MASSACHUSETTS.

The Annual Board Report.

A DRUG IST ELECTED MAYOR.

Testing the Pharmacy Law in Court.

Boston, December 20.—William H. Underhill recently petitioned the Supreme Court for a writ of certiorari to quash the proceedings of George M. Hoyt et al., composing the State Board of Pharmacy, for revoking his certificate as a registered pharmacist upon the ground that their action was illegal. The reason given for the revocation was Underhill's alleged connection with the illegal sale of intoxicating liquor. He claims that the charge made against him and which caused the board to revoke his certificate amounted to a criminal offense, and being so, the respondents had, under the statutes clothing them with authority, no jurisdiction to revoke his certificate unless he was convicted of the offense, which is not the case.

The petitioner has followed his profession at Haverhill and at Brockton. In May last the board gave him notice that it would insist that he do no business as a druggist with a certificate. Some time afterward he brought this petition. The respondents contend that he was guilty of unreasonable delay in bringing this proceeding for the enforcement of his alleged rights, and is not entitled to the writ. The court reserved its decision.

Board's Action Reversed by the Court.

Judge Morton has just handed down his decision in the Underhill case. He says that the board had no right to revoke the petitioner's certificate as they did. The board could not revoke the certificate for unlawful sale of liquors until petitioner had been convicted of the offense, and as there was no conviction the revocation was clearly unauthorized. The respondents do not contend that the certificate was properly revoked, but they say that the petitioner has lost his right to relief by the lapse of time. But this failure to take prompt action cannot be construed as a waiver of his right to relief. The judge therefore ordered the writ to issue, and Underhill's certificate is in full force.

Annual Report of the Board.

There is much of interest in the annual report of the Board of Pharmacy just issued. Agent Harris treats at length of the liquor law enforcement and gives the following synopsis of some of the cases. In one instance a lawyer persisted in running a drug store, being unregistered, and, notwithstanding the act governing such cases, three prosecutions were required to convince him he was wrong. His store was closed. Another case was that of a store which showed the presence of 33 cases of beer and nearly a barrel of whisky. These were seized on a Sunday. Druggists in "temperance towns" have unique ways of shipping their liquor. One man's whisky came to his store in sugar barrels marked "Fruit Juice." This person has decided not to transport any more of the "juice." At another place it was claimed that little liquor was used, yet when this place was looked over three empty whisky

barrels were found upon which the United States gauger had put his stamp within 60 days. A conviction in court followed.

An applicant before the board for a sixth class license was caught red-handed one Sunday by one of the inspectors. In the back room there was a crowd of men standing about with beer bottles and glasses. The applicant did not get his license. In relation to the act of 1900, which prohibits unregistered proprietors from engaging in business, he reports that department stores have conformed to the law by forming stock companies and placing their drug departments in the hands of registered pharmacists, who own stock in the incorporated companies to the actual value of \$500, and who conduct the business in person. Some have voluntarily given up the business, while others were driven out by process of law.

President Nixon Visits Connecticut.

President Charles F. Nixon was in Connecticut last month and was the guest of the Board of Pharmacy of that State at one of the regular examinations. Mr. Nixon liked the methods in vogue there and is going to incorporate some of them, especially the practical work, into the future Bay State tests. The introduction of actual work into the examinations here will be gratifying news to the pharmacists of this State. At last month's examination 29 candidates were examined and certificates granted the following: Augustus G. Gigger, Ph.G., Roxbury; James F. O'Connell, Brighton, and Walter F. Drake, Leominster. A meeting for examination will be held by the board next month.

A Drug Clerk Fined.

Lewis Stacey, who formerly worked for William C. Draper, of Charlestown, and whose case was reported in the last issue, pleaded guilty last week to stealing money through the agency of a money order. In his behalf it was stated that the deed was committed while he was under the influence of liquor. The district attorney also spoke in Stacey's favor and asked that a fine without imprisonment be imposed, as there was not the slightest suspicion that he had ever stolen before from his employer. A fine of \$100 resulted.

A Druggist Elected Mayor.

John Larrabee was last week elected Mayor of Melrose, defeating his opponent by a margin of 49 votes. Mr. Larrabee served the town for many years as Town Clerk, and since Melrose became a city has been besought to enter the Mayoralty contest. This year he decided to allow his name to be used, with the result above stated. He is of the drug firm of Larrabee & Stearns and is well known through his connection with the Board of Pharmacy, having served as its chairman. He is prominently identified with many pharmaceutical and social organizations.

Enforcing the Anti-Cigarette Law.

It behooves druggists in New England to be alive to the laws applying to the sale of cigarettes to minors. The matter was brought to the attention of the police through the commitment of a Fall River youth to the insane asylum, it being alleged that his condition

was due to the immoderate use of cigarettes. Already about a dozen Fall River dealers have been before the local court and the end is not yet, for summonses to the number of 25 have been issued. It is said that the habit has grown to an alarming extent in that city among children of the public schools. The police of Providence, R. I., have also taken up this subject, and one dealer was fined last week \$3 and costs on each of two charges of selling tobacco cigarettes to boys under 16 years of age.

PENNSYLVANIA.

Board Prosecutions Continue.

N. W. D. A. SUED.

To Regulate Storage of Explosives.

Philadelphia, December 20.—The recent explosion in Tarrant's drug warehouse in New York has attracted considerable attention in the various cities in regard to the storage of explosives. Recently a committee of fire underwriters in conjunction with a committee from the Trades League have been at work preparing an ordinance regulating the storage of explosives. This ordinance is of considerable interest to the wholesale druggists and manufacturing chemists.

The following is a copy of the ordinance as it is now being considered by the attorney for the committee, but it is substantially what Councils will be asked to act upon.

An ordinance to regulate the manufacture, storage and keeping for sale of certain fireworks, chemicals and combustibles.

Sec. 1. The Select and Common Councils of Philadelphia do ordain: That from and after the 1st day of January, 1901, it shall be a nuisance to manufacture, store or keep for sale within the limits of the city of Philadelphia any fireworks, detonating works, blasting cartridges, powder train, paper percussion caps, gun cotton, nitrate of soda, saltpetre, chlorate of potash and chlorate of soda, without having obtained a license from the Mayor. Provided, however, that this shall not apply to dealers keeping not over 25 pounds of nitrate of soda, saltpetre, chlorate of potash and chlorate of soda. Such license shall be granted by the Mayor upon a sworn application in writing, stating the place or building in which the applicant desires to manufacture, store or keep for sale any of the articles aforesaid, and likewise stating the maximum amount of said articles, or any of them, which the applicant desires to store or keep at any one time; and such license shall specify which of said articles may be manufactured, stored or kept for sale by the applicant upon the premises aforesaid. Provided, however, that no license shall permit more than the following amounts of said articles to be stored or kept for sale at any one time, in any one building, to wit:

Of saltpetre, crystals and granular, nitrate of soda, chlorate of potash, powder and crystals, and chlorate of soda, one commercial package each, not exceeding 2,000 pounds in the whole.

Gun cotton and phosphorus, not exceeding 5 pounds in the whole, unless some be kept in fireproof vault.

Blasting cartridges, paper percussion caps and blasting powder train, 100 pounds in the whole.

Provided, however, that any quantity of the above chemicals (in which are not included phosphorus and gun cotton) may be kept, when such chemicals are stored in a separate brick or stone portion of the building, cut off by a brick or stone wall, extending through the roof, and with all communicating openings protected by standard fireproof doors.

Sec. 2. It shall be the duty of the Fire Marshal to inspect annually all places for which such licenses have been granted, and to report to the Mayor any and all violations of the law or of this ordinance which he may discover in such examination; whereupon it shall be the duty of the Mayor forthwith to notify such licensee that his license will be

forfeited unless the provisions of the law or ordinance violated be complied with within 48 hours, and if such provisions of the law or ordinance be not complied with within 48 hours after such notice it shall be the duty of the Mayor to forfeit such license, by giving notice in writing to the licensee that his license is revoked, which notice shall be served upon the licensee personally.

Sec. 3. It shall be a nuisance to store or keep for sale within the limits of said city in any one place, at any one time, more than 2,000 pounds of hemp or flax unbaled; or more than 30 barrels in the whole of varnish and rosin; or more than 20 barrels in all of alcohol, pure spirits, camphene and burning fluid; or more than 10 barrels of unslaked lime; or more than 5 carboys of nitric acid; or more than 100 pounds of loose wood shavings.

Provided, however, that any quantity of the above articles may be stored if a license is obtained to do so from the Mayor.

Sec. 4. Any person, firm or corporation maintaining a nuisance prohibited by the preceding sections of this ordinance, or violating any of the provisions thereof, shall be subject to a penalty of \$100 for each violation, to be collected as debts of like amount are now by law collectable, and it shall be the duty of the Mayor to abate any such nuisance.

Sec. 5. All ordinances or parts of ordinances inconsistent herewith are hereby repealed.

The Loder Suit.

C. G. A. Loder, the cut rate druggist, has begun suit against the N. W. D. A. and the Philadelphia Association of Retail Druggists, full particulars of the action being given in another column of this issue.

The Drug Exchange and the War Tax.

At a meeting of the Board of Directors of the Philadelphia Drug Exchange, held on December 12, the following preamble and resolutions were unanimously adopted, with directions to the secretary to forward copies of same to Hon. S. E. Payne, Chairman of the Committee on Ways and Means, and the Senator and Representatives from Philadelphia to Congress:

Whereas, It appears by the report of the Honorable Secretary of the Treasury that a reduction of \$30,000,000 in the war revenue tax can at this time be made; and,

Whereas, The internal revenue tax upon medicines in Schedule B is by far the most oppressive tax imposed by the public statutes, for the reason that in its practical operation it falls largely upon retail druggists, a class of dealers who can ill afford to bear this burden;

Resolved, That the Philadelphia Drug Exchange respectfully petition Congress to repeal all of Section B of the war revenue act of 1898, which is an especially grievous burden upon a class of merchants already paying their proportion of the tax under other sections of the law.

Resolved, That we favor the repeal also of that portion of Schedule A imposing a stamp tax upon telegrams, express and freight receipts and checks, which is especially burdensome to general business interests.

Resolved, That these preambles and resolutions be presented to the Hon. S. E. Payne, chairman, for the consideration of the Committee on Ways and Means, and to the Senator and Representatives from Philadelphia, for presentation to Congress at the proper time.

Chief Druggist England Deposed.

Merit, ability and faithful performance of duty counts for naught with the local administrative powers in this city. It is not brains that is wanted, but the ability to control votes. For several months past the brother of J. W. England has been acting Chief Druggist at the Philadelphia Hospital, and previous to that time he was assistant druggist. Recently a civil service examination was held for Chief Druggist, and Mr. England passed the best examination, and he was recommended to fill the position. There were other applicants, but none stood as high as Mr. England. One, however, was a

friend of one of the dictators, and, notwithstanding he did not obtain the average secured by Mr. England, his political pull was stronger, and he secured the position.

Bowlers Organize.

The Bowling Club has been formed, so therefore all druggist bowling clubs should look out for their laurels. Ten strikes are in order, and scratches are unknown by the members of these associations. D. E. Bransome, of Johnson & Johnson, who has weight to reduce, has been chosen president. James H. MacFarland, of Shoemaker & Busch, secretary, and Mr. Starkey, of Robert Shoemaker, will look after the financial affairs of the club. At the meeting held in the Drug Exchange rooms on December 8 there was a large attendance. The meeting was an enthusiastic one, and seventy-two gentlemen came forward and signified their willingness to meet all comers and win glory, renown and strained sinews for their respective houses. A number of the members of the large wholesale drug houses joined the club, and a match between the "hirers" and the "hired" may some day be played.

The P. A. R. D.

The regular December meeting of the P. A. R. D. was a large and enthusiastic one. The Committee on Department Stores reported that all of the department stores here had now agreed not to sell medicinal articles in the future, which report was received with much applause.

The Committee on County Organization reported having assisted the druggists of Chester, Pa., in forming a retail druggists' association; attention was also called to the work of Messrs. Perry and Stiles in having aided in the successful formation of a similar association in Camden. Mr. Dougherty, secretary of the Wilmington, Del., association, was introduced and spoke of the work of organization along N. A. R. D. lines being done in his city and State, and the good results therefrom.

The Committee on Nominations reported the following list of nominees for the various offices to be voted on at the January meeting: For president, Messrs. McIntyre, Ramsey and Cliffe; for first vice-president, W. H. Poley; for second vice-president, H. C. Blair, Jr.; for third vice-president, M. Kratz; recording secretary, F. T. Gordon; financial secretary, C. H. Campbell; treasurer, Dr. E. R. Smiley; Executive Committee, Messrs. Perry, Leedon, Eppstein, C. W. Spull, Weisner, Baer, Howard, W. W. Chalfant, Theo. Campbell, Stiles, Finnerty and Gatchell.

The committee appointed to visit the State Pharmacy Board to endeavor to come to an understanding regarding the board's suits for violations of the Pharmacy law stated that a very satisfactory conclusion had been reached in this matter; a large number of the suits had been discontinued on representation of the P. A. R. D., others successfully defended and a saving of many hundred dollars to Philadelphia druggists had been effected.

The regular pharmaceutical meeting of the Philadelphia College of Pharmacy was held on December 18. Dr. Henry Lefman made an interesting address on explosives. F. W. Hausman submitted a paper on "The Discoloration of Syrup of Iodide of Iron," and Prof. H. V. Amy, of Cleveland, read a paper on "Boro Citrate of Magnesium."

OHIO.

Cut Rates Doomed.

CINCINNATI CUTTERS WORRIED.

Encouraging News from Indianapolis.

Cincinnati, O., December 18.—Local druggists believe that the time is not far distant when the evil of cutting prices will be entirely done away with throughout the country. The fact that Indianapolis pharmacists who have been getting goods in a roundabout way are no longer able to do so is a straw which shows which way the wind is blowing. In the chase for the dollar druggists who are wont to cut and slash prices to the detriment of all others in their craft will have to resort to more subterfuges than one in order to supply the demand for goods in the future.

All retailers here who belong to the associations that are trying to elevate prices to such a plane that knights of the pestle can still make a living are much elated over the fact that the gentlemen from the Hoosier capital received little or no consolation at the hands of the jobbers in Greater New York upon whom they recently called.

Local Cutters Worried.

According to recent rumors many local cutters who have been getting supplies in a roundabout way are more or less worried over the failure of their Indiana brethren, and are seriously considering the necessity for getting into the band wagon. The time-honored theory that "any man who has money can buy goods" was completely knocked out by the visit of the cutters from the adjoining State journeying to the market of the world only to get what one of them termed, "the frozen mitt."

Accumulating Evidence.

There are several local druggists who depend on getting their goods through other concerns, and the detectives employed by those who have banded themselves together for mutual protection threaten to bring matters to an issue before long, in order to ascertain whether or not this can be stopped. A meeting to discuss this phase of the cutting evil will be held in the near future, and the matter will be discussed from every angle. Just what will be done is, of course, purely a matter of conjecture at this time. Something is liable to drop, however, and, when it does, there will be a dull sickening thud, which will denote that those involved have taken a tumble.

HEARD AROUND TOWN.

N. Ashley Lloyd has returned from New York.

Andy Diebold will open a store in Clifton soon.

Harry Strelthorst has disposed of his pharmacy on Sixth street.

Will Wagner has just returned from a hunting trip to Southern Indiana.

Edward Voss, Jr., has just given his cozy pharmacy at Twelfth and Vine a coat of paint.

Druggists think that D. Linn-Gooch, the patent medicine man, will make a good Congressman.

Local druggists are doing a nice business

in holiday goods. Some pretty window displays are to be seen about town.

Some boys tapped the till at Emil Zorn's pharmacy at Twelfth and Elm streets a few nights ago, getting a small amount of change.

Some odd election bets were made this fall hereabouts, but no druggists was guilty, it is pleasant to relate for the good of the craft.

Rendigs Brothers displayed election returns at their pretty store on Walnut Hills. This is an enterprising thing worth more than a mere mention, and others should emulate the example.

"Stringtown on the Pike," Prof. John Uri Lloyd's latest book, is selling like hot cakes on a cold day. The sales promise to totally eclipse those of Etidorpha and other popular works.

Cincinnati pharmacists are jubilant over the decision that the manufacturer has the right not only to dictate the retail price, but also the additional right of combination with others to enforce that price.

A. B. Michael will soon open a new store at West Carrollton, O. Mr. Michael is a thorough pharmacist and was for some years in the employ of Druggist George Latin at Dayton, O. He deserves to succeed.

George Wurster, the popular druggist at Portsmouth, O., is getting up a minstrel show of local talent for the benefit of the bicycle club of that bustling city. It promises to be a big success.

John X. Taylor, a clever druggist and popular young man, has purchased the drug business of Campbell & Company at Earlington, Ky. He will remodel the store and make substantial additions to the stock.

The well-known firm of Barrow & Fitch, at Lawrenceburg, Ind., has been dissolved, Mr. Fitch having purchased the interest of Mr. Barrow. The retiring member of the firm will spend his future time in other business.

R. Key Williams, the popular druggist of Kenova, W. Va., who recently sold out his store, has decided to again embark in a business venture and will soon open a store in the Glenwood Hotel Building of that city.

Some druggists of Indianapolis who have been cutting prices have appealed to the wholesalers of New York City for relief, as they were unable to get goods at home. Gotham wholesalers turned them down hard.

J. H. Batterton, the well-known druggist of Greensburg, Ind., has the sympathy of his friends over the death of his estimable wife. Mrs. Batterton was a highly cultured woman of many charming attributes.

C. Harrison, the widely known pharmacist of Lawrenceburg, Ind., has sold out his business to Albert Dietrick, a well-known and clever young pharmacist. Everybody who knows the new man hopes to see him do well. He is a hustler.

Pharmacists Elected to the Paris Academy of Medicine.

M. Yvon, President of the Paris Society of Pharmacy, has been elected a member of the Pharmacy Section of the Academy of Medicine. M. Haller was elected last week as a member of the Chemistry Section of the Academy of Sciences in place of the late Professor Grimaux. M. Haller is a professor at the Paris Sorbonne, and has made the study of camphor and its derivatives a specialty. In fact, he lost the sight of an eye while experimenting on that subject.

The Spanish Pharmaceutical Boards.

It has been decreed that no pharmacist shall be allowed to act as owner or assistant of a pharmacy unless he has been registered by a board. The boards are required to watch over the moral conditions of the craft, to defend the interests of the trade, and to pass their judgments in pharmaceutical affairs. The boards are also invested with disciplinary powers.

MICHIGAN.

Cut Rates at Ann Arbor.

MANY SMALL STORES IN DETROIT.

A Dearth of Holiday Business.

Detroit, December 20.—Whenever one starts out to ascertain the state of trade he encounters a choice variety of opinions of more or less value, depending a good deal on the present temper of the man interviewed. As far as the wholesale man is concerned trade is better than fair. Sifting the retail situation down it would seem that the advent of Christmas makes but little difference to the average druggist. What few things he gets in holiday cigars, perfumes, etc., are bought with the idea of being able to sell them at any time of the year.

Little special effort is being directed toward holiday window displays.

Christmas Windows Few.

Some few windows appear in holly and greens, and one Woodward avenue retailer has a stuffed menagerie of small game and a big turkey. He has also in the same window a gas stove and a dozen or two packages of perfume just to make it interesting.

To Change Telephone Numbers.

The Telephone Company is about to change all the 'phone numbers in the city, and a prospective howl is in the air. There is some talk of the doctors and druggists standing out in protest against this step, but they will have a hard time to accomplish anything, as the company has the best of the argument.

Cut Rates in Ann Arbor.

Ann Arbor can no longer laugh at Detroit and its cut rate business, as they have a large case of cut rates "there at home now." "Signs read one-third off on all medicines," etc. The advent of a cutter caused the present war, and now without exception every druggist has his little card out.

As One Retailer Views It.

As an illustration of how the petty miseries of the drug business will warp a man's judgment and shrink his views I repeat an idea expressed by one of our prominent retailers, who, by the way, is a shining light in the local association. He said that he was not in favor of any return to better prices, as it would tempt so many clerks into business for themselves. Aside from the narrow mindedness displayed, the idea is wrong. The town is full of small stores, but it is because the clerk has figured it out that as long as he must have his nose to the grindstone it might better be his own grindstone. With this idea he gets staked to a two by twice store, and a small stock of goods and starts opposition to the rest. Had he received a fair wage for a reasonable day's work there would have been no temptation to enter business for himself.

Conditions in the Small Stores.

Investigation of the small stores reveal what might well be called "a

state of affairs." There are 190 drug stores in Detroit, of this number one-half employ no help save an errand boy and an occasional relief clerk. Of the rest, seventy-five employ registered help, and the remainder run with unregistered assistance. Some three or four have no registered person on the premises at any time. There are about ten stores who employ two or more clerks, and only three who employ more than three clerks.

Confusion as to time still prevails in Detroit. The sapient Aldermen, who after long argument had been persuaded to change the official time of the city from sun to standard, changed their unsteady minds later, and the hands of the City Hall clock have been turned ahead twenty-eight minutes. Inconvenience, particularly to workingmen, was the only argument advanced for again giving Detroit the distinction of being the sole city in the country to retain sun time. It was not a well-based argument, either, according to the Detroit papers, which can find very little opposition to the use of standard time. Indeed, the action of the Aldermen will have little effect except on their own assemblings and the movements of the city clock, as a large majority of the manufacturers and merchants who joined the ranks of the standard time followers when the change was officially made refuse to follow the Aldermen in their backward, or perhaps it should be said, their forward step. Recognition of this fact by the Aldermen appears in their purpose to place a red-glass hand on each dial of the city clock for the convenience, if not the further confusion, of the public.



JOHN F. MATHES,
First Vice-President Chicago Drug Trade Club.

DETROIT NOTES.

W. A. Tld, at Scott's, has bought out Millman.

G. T. Kast is about to move his store from West Fort street to Dix avenue.

The Clerks' Association held a very good meeting December 12, at which seven candidates were admitted and business of importance transacted in regard to the shorter hour bill.

A. P. Breitenbach, who recently sold his store on Champlain street, has again located, having purchased the store corner of Warren and Fourteenth streets, formerly owned by Bird Bros. E. H. Treick, clerk in Mr. Breitenbach's old store, follows to the new stand.



H. A. ANTRAM,
President of the Chicago Drug Trade Club.

Mustard Cultivation.

Almost the entire mustard crop of the country is produced in Santa Barbara County, Cal., where a region of 2,500 acres is devoted to the industry. It has never been ascertained scientifically what especial principle of the soil is extracted by the plant, but it is known that it is impossible to obtain two successive crops from the same soil. It is therefore necessary for the mustard farmer to alternate his crops, which he does usually by putting half the land in beans, barley, corn or beets, while the other half is given over to mustard culture, and thus a change in the soil becomes regular.

The wild mustard found in abundance on the hills and in the valleys of Santa Barbara County first gave the farmers of the vicinity their cue for its cultivation, and for eighteen years this locality has had a practical monopoly of this branch of agriculture. Much water and dampness are necessary for its satisfactory growth, and a dark, heavy soil is preferable. January is the sowing time for the brown variety, and March for the yellow. The ground is broken and cultivated, after which the seed is sown broadcast, 4 pounds to the acre. The mustard stalk is straw color, growing from 4 to 5 feet in height. The pods are from 1 to 4 inches long, and contain one row of seeds only. In harvesting the crop a reaper is used, cutting the stalks and throwing them in bunches, where they are left to cure until October. At that time they are thoroughly dry, and are transported to some central place and spread out upon large sheets of canvas, where the stalks and pods are rolled with a heavy roller until crushed, after which they are raked off with hand rakes. The chaff and seed remaining are run through a fanning machine, which separates all the light and loose material, and the seed is ready to sack and market.

ILLINOIS.

Rehearing on Law Denied.

ASSOCIATION TO MEET IN ROCK ISLAND.

Views on Supreme Court Decision.

Chicago, December 18.—The Supreme Court has denied a rehearing of the case in which it was recently decided that sections 2 and 8 of the State Pharmacy law, which refer to the sale of patent medicines and proprietaries, are unconstitutional.

This decision was expected by those who had read the court's original finding, and the attorneys were able to find little on which to base their pleas for reversing the decision. It will take some time for the druggists to become accustomed to the new state of affairs and to find out just where they stand. At present it seems that there is an "open door" policy in regard to sales of patent medicines and that any butcher, grocer, peddler or dry goods dealer can sell them. On the other hand, it is asserted that one of the best local constitutional lawyers has said that the Supreme Court's decision practically decided nothing and that the fight will be reopened in some unexpected way by the State Board. Further information in this regard, however, is denied for the present.

Views of the Decision.

In the same quarters it is said that the Illinois law is at present in a mud-dle and that no one knows just what can be done or cannot be done by drug-



SAMUEL H. GUNDER,
Second Vice-President of the Chicago Drug Trade Club.

gists and department stores. In this regard it is held that the Supreme Court merely decided that the State Board cannot give permits in certain localities for owners of ordinary stores to sell patent medicines and that bestowing such rights is class legislation. The claim is made that because this right is denied to the State Board it does not

follow that any one can sell patent articles.

One of the attorneys interested in the case, when told of the foregoing, said that those who held such views were mistaken and that there was no longer the slightest restriction on such sales, with the exception that the manufacturer cannot retail his own preparations. All who are interested are anxiously watching to see what will be done by tradespeople who have been waiting for an opportunity to get some of the druggists' supposedly fabulous profits.

To Repeal Section.

The Illinois Pharmaceutical Association has attempted the task of securing the repeal of section 8 of the Pharmacy law. This section is the one recently knocked out by the Supreme Court's decision and deals with the sale of patent medicines and proprietaries. Action was taken at a meeting in the Palmer House, which was attended by the Executive Committee of the Illinois Pharmaceutical Association, representatives of the Chicago Retail Druggists' Association and a committee selected by President Dyche, of the State Board. It is argued that with the invalid clause repealed the law will be entirely constitutional. The question of securing something in place of the rejected section is a problem that will be grappled with later.

Association Will Meet at Rock Island.

Walter H. Gale, president of the Illinois Pharmaceutical Association, presided at the meeting, and C. H. Dodds, of Springfield, acted as secretary. It was decided to accept the invitation of Rock Island druggists and to hold the next annual meeting there, probably in June. At the meeting Mr. Gale chose



FRANK S. HERETH,

Treasurer of the Chicago Drug Trade Club.

the following committees to act for the Illinois Pharmaceutical Association:

Committee on the U. S. Pharmacopoeia.—Oscar Oldberg, N. Gray Bartlett, W. B. Day.
Committee on Trade Interests.—Thos. V. Wooten, Chicago; Paul G. Schuh, Cairo; L. C. Deck, Girard.
Committee on Deceased Members.—R. M. Dodds, Springfield; G. H. Sohrbeck, Moline; A. Zimmerman, Peoria.



CHARLES E. MATTHEWS,
Secretary of the Chicago Drug Trade Club.

Committee on Board of Pharmacy Records.—T. C. Loehr, Carlinville; R. N. Dodds, Springfield; J. D. Mount, Joliet.

The Officers of the Drug Club.

In our last two issues we have given with considerable detail accounts of the formation of the Chicago Drug Trade Club. The organization is in a most flourishing condition, and the list of members which was published in our issue of December 10 has been added to in the interval which has elapsed since the publication of that number. The Board of Directors have appointed the following Board of Managers: Romaine Pierson, chairman; E. H. Buehler, C. P. Van Schaack, F. Keeling, Jr., and C. M. Phelps, and have also appointed a Membership Committee, consisting of Porter B. Fitzgerald, chairman; Ed. F. Mallory and Charles E. Matthews. We present on this page portraits of the officers of the association.

A New Way of Handling the Cigar Business.

The Best & Russell Company, one of the biggest Western cigar houses, has undertaken to secure cigar rights in as many down town drug stores as possible. The plan is to assume full charge at the cigar counter and to pay the druggist for the privilege, just as the men who manage some branches of business in a department store do. Rights in the store of the Colbert Chemical Company at Dearborn and Monroe streets and the store of Dale & Sempill at Clark and Madison streets have been secured. Mr. Storm, of the Best & Russell Company, who has the matter in charge, says he is now figuring with the owners of several other big stores, but declines for the present to tell which ones. It is believed that the company intends to secure, if possible, full control of the drug store cigar trade down town. Mr. Storm said the firm did not expect to make money by the sales, as it would be necessary to employ men to take charge of all the stands. He said the profit would come

in the opportunities it would give for advertising the firm's goods. According to his way of looking at it the druggist will be the one to profit by the new arrangement. Druggists seem to favor the plan, as they say there are several points in its favor. One of these is that the cigar case is one of the best "leaks" about an ordinary store.

CHICAGO NOTES.

Leo Ellel, the well-known South Bend druggist, is in Chicago.

A. M. Boring, a popular druggist of Carlinville, was married on November 8 to Miss Nellie Fishback, of Chicago.

For failing to keep a proper account of the liquor sold in his pharmacy George A. Graves, druggist, of Chicago, was recently fined \$100 and costs.

Frank Gorski, who has a pharmacy at Wright and Well streets, Milwaukee, was fined \$50 and costs recently by Justice Edwards because he failed to employ a registered pharmacist.

Romanta Wells, 527 West Van Buren street, has gone into bankruptcy; his assets were listed at \$5,000 and his liabilities \$5,200. An attachment for \$541.75 was filed against him recently by Lord, Owen & Co.

The National Secretary's office was moved during the week from the ninth to the sixth floor of the Association Building. An additional room is thereby secured (a need long felt), and the new arrangement is for many reasons advantageous to the work.

Two thieves secured \$50 from the till in John A. Okonski's drug store, 1166 North Leavitt street, on the night of December 14. The thieves bound Okonski and Alfred Simmerling, a customer, hand and foot, after taking \$20 from Simmerling. Another customer entered later and released them.

W. F. Egler, editor of the Drug Clerks' Journal and president of the association, is back from a trip through the East. After January 1 every member of the association is to receive a certificate showing his standing, and it is believed the bits of paper will prove valuable to clerks who possess them. Preparations are going on for a big dance January 1.

The scores made at the meeting of the Chi-



ROMAINE PIERSON,

Chairman of the Board of Managers of the Chicago Drug Trade Club.

Chicago Drug Trade Bowling Club December 14 follow:

Thomas	383	Waldron	473
Armstrong	480	Blockl	497
Baker	560	Odert	462
Bauer	520	Matthes	398
Medberry	459	Fechter	320
Matthews	526	Delbridge	333

Mr. Blockl won the high average medal for the week.

Drummerdom.

Contributions for this column are invited. For available articles dealing with the news of traveling salesmen payment will be made.

Our Portrait Gallery.



CHAS. L. GLEESON,

Of the Traveling Staff of Parke, Davis & Co., Detroit.

Charles L. Gleeson, of the traveling staff of Parke, Davis & Co., was born at the national capital in the year 1865. He was educated in his native city and first entered the employ of Parke, Davis & Co., at their New York offices, several years ago. He calls on the large trade in the cities all over the United States and Canada, and consequently has a wide acquaintance among the wholesale trade, with whom he is very popular.

Caught on the Fly.

Justin Keith, the resident Chicago representative of Jesse L. Hopkins, crude drugs, was a visitor in metropolitan drug circles last week.

J. S. Lane, of Springfield, Mass., the well-known New England representative of Schleffelin & Co., made a flying trip to New York last week.

Harry C. Chambers, of the traveling staff of John M. Maris & Co., Philadelphia and New York, spent a few days in New York City recently.

ROCHESTER The advent of the Christmas season brings increased activity in many lines of business, and druggists are no exceptions to the rule; but the cheerful calls of the drug salesmen are fewer. Many of them have gone to their homes for the holidays, having taken their orders for the Christmas trade last month.

A. O. Rich, who has been for some time with Smith Brothers, of Poughkeepsie, N. Y., selling their well-known cough drops, was with us the second week of December.

This seems to be the time when the man who has a remedy for colds and coughs is in demand. F. B. Arnold, business manager for A. H. Brummell, was also in Rochester a few days ago taking orders for Brummell's celebrated cough drops, and as a result of his

visit about sixty of our druggists are telling their customers of the merits of Brummell's for that tickling sensation.

John Lane Beck comes to us from Marx & Rawolle, New York, manufacturers of glycerin, etc. Mr. Beck's stay in Rochester was productive of profit to himself as well as to the drug fraternity.

Adolph Stahl, representing Manhattan Drug Company, keeps up his reputation for persistent good work, good goods and good prices. His December visit was timely.

BUFFALO It is the vacation time, which often means a considerable amount of change among the traveling fraternity, though there is no hint from the drug salesmen that any of them are to take up anything new.

Among the old standbys in this line in town recently is George E. Burrows, who looked after the interests of Schleffelin & Co. here during the second week of the month with his usual success.

F. R. Arnold & Co. continue to cover the Buffalo district with their tried and true representative, T. T. Brown, who always has a long list of perfumeries to tempt the trade with. He has just left us.

H. E. Morton, who is always classed as one of the "nice" men in the list of traveling people, was in Buffalo about the 10th of the month, selling the goods of the American Hard Rubber Company as usual.

For several years Frank L. Williams has looked after the interests of the Tyer Rubber Company, of Andover, Mass. He has lately been the Buffalo round and met with the customary success.

An occasional visitor to the Buffalo drug trade is George W. Pirsch, who is here now, selling the special licorice goods of the Melior & Rittenhouse Company, of Philadelphia.

A good man in every place is G. W. Corning, who has for some time sold the goods of Parker, Stearns & Sutton through Western New York, lately stopping off at Buffalo.

F. P. Hinkston, of late the regular representative of the New York house of Bruen, Ritchey & Co., was in Buffalo lately, looking up his many old friends and customers in the trade.

BOSTON The nearness of the holiday season has lessened the number of knights, but we have had a few callers and they were all keen for business.

S. Leerburger, of Leerburger Bros., New York, put in an appearance a few days ago. He sells essential oils, of course, and his customers always give him a welcome.

F. Muhleus, of Muhleus & Kropff, New York, does not visit this territory often. He was making calls last week, though, and looking after Farina cologne orders.

F. S. Bruen, treasurer of Pond's Extract Co., New York, has been pushing the interests of his specialty in this section.

Dr. W. N. Knowlton, of the Malt Diastase Co., has been talking up Maltzyme in an artistic manner.

F. L. Partridge was in Brockton recently booming trade for James W. Tufts, of this city.

PHILADELPHIA Thomas W. Hood, of the Maltine Manufacturing Co., is busily engaged looking after the welfare of his company and replacing all old goods with fresh stock wherever found.

Wallace & Co., of New York, are making a big bid for trade in this city, and have an agent here who is leaving a box of licorice pastilles with every drug store in the city.

A. C. Meyer & Co., of Baltimore, have an active representative here who is taking many orders for Bull's cough syrup to be shipped through the jobbers.

Rockefeller & Wolfe, the agents for Henry Heide of New York, will return to Philadelphia about January 1 and thoroughly canvass the city.

PITTSBURG Chas. Jacoby, who is numbered among the popular salesmen of P. D. & Co., has resigned his position to become manager of the D. H. Morris Pharmacy of Wood's Run, Allegheny, formerly owned by the late D. H. Morris.

Arthur W. Goldstein, manager of the Iron City Pharmacal Co., is busy getting ready to go East. He claims on business, still it is understood that the photograph he always keeps on his desk has something to do with his Eastern trip.

I. B. Nordhem, Eastern representative of Chicago, headquarters Pittsburgh, is on a month's trip through Ohio and West Virginia.

CLEVELAND H. Ford Adams, "The Century Man," representing the S. H. Wetmore Co., is in town calling upon the physicians and drug trade, and says he finds trade good and secured a number of orders.

John Wyeth & Bro. were ably represented here in the person of J. H. Marvill, who called upon the druggists here and did a great deal of detail work among the physicians.

Edward C. Fowell, representing Schleffelin & Co., was one of our recent visitors and solicitors among the drug trade.

S. M. Turner, E. S. Burnham's representative for their "clam bouillon," was soliciting orders from the druggists, and in justice to Miss Turner the druggists did not turn their deaf ear to her. Of course she is well pleased with her visit to the metropolis of Ohio.

W. H. Woodsworth was in town recently looking after the drug trade in the interests of Tongaline.

Allaire, Woodward & Co., pharmaceutical chemists, Peoria, Ill., were represented here recently by A. J. Wallis.

J. S. Blits is again in the city looking up the druggists' wants in plasters, bandages and surgical appliances in the interest of J. Ellwood Lee Co.

W. J. Fielding, of the Upjohn Pill & Granule Co., was soliciting patronage among the drug trade recently and was kindly received.

W. P. Springer was here in the interest of the Criswell Chemical Company, Washington, D. C., introducing Bromo-Pepsin. Judging from the advertising they are doing and the work their local representative, Chas. Brommer, is doing, the goods are bound to become popular.

F. D. Felt, one of Cleveland's former druggists, was one of our recent callers in the interests of Hill's pharmaceutical preparations. Mr. Felt always finds plenty of orders awaiting him.

CINCINNATI C. A. Rosengren, a popular hustler, was here this week in the interest of the Ideal Rubber Company, of Brooklyn.

J. Ed. Dehner, who represents Parke, Davis & Co., will spend his holiday vacation here with relatives and friends.

George Enger, a clever traveling salesman, is here in the interest of the Enger-Kress Company, of West End, Wis.

Bob West, the hustling representative of Hale, Justice & Co., will spend Christmas with his mother in Brookville, Ind.

John F. Haynes, Jr., who represents Schleffelin & Co. in the East, may soon join the benedicts. That is a well founded rumor.

George Budde has made an enviable record in handling the sundry department for the Stejn, Vogeler Company during the past year.

Henry Hospital, a popular and accomplished gentleman, was here recently in the interest of F. Paturel & Co., of New York.

I. W. Blood, a well-known traveling hustler who represents the Davidson Rubber Company, was here recently in the interest of his concern.

Frank Bain, who represents Sharpe & Dohme on the Pacific Coast, is contemplating a visit to local friends. He is located in San Francisco.

DETROIT N. Woodward, the capable representative of the Graves Tooth Powder Co., Chicago, has been with us. He had an offer that was very acceptable to the trade.

A. E. Smitheram, from Buffalo, who is with the Ferrol Company, is calling on the Detroit trade.

W. W. Mandeville, with Johnson & Johnson, has just finished his ante-Christmas trip through these parts.

R. H. Douglas, who disposes of Gibson's tablets, Rowntree's cocoa, etc., for E. C. Rich, of New York, has just left us after a successful trip.

W. McMillan, of McKesson & Robbins, was in town for a day or two visiting with his family. He always manages to sell a few Kent brushes while here.

W. I. Lerch stopped here for a few days on his trip in. He is with Colgate & Co.

We have recently been favored by a call from H. F. Adams, representing S. H. Wetmore Co., New York, with Century atomizers, sundries and such things.

Earl Allen, who is with John Wyeth & Bro., has just shaken the dust of Detroit from his feet for a while.

Jno. A. Uhlund, Colorado representative for Sharp & Dohme, with headquarters at Denver, is at the Chicago office.

Geo. Mathieson, Western manager for the Emerson Drug Company, makers of Bromo Caffeine, has gone East to make his annual report. His wife accompanied him.

CHICAGO Jno. A. Uhlund, Colorado representative for Sharp & Dohme, with headquarters at Denver, is at the Chicago office.

All the salesmen employed by A. R. Bremer in selling Coke Dandruff Cure are to be at the home office between Christmas and New Year's. They will be equipped with a general line of toilet articles which Mr. Bremer is adding to his business. The goods have been introduced in the East by giving away thousands of free samples and by heavy newspaper advertising. The same plan is to be adopted in the West.

The following out of town men have registered at the Drug Trade Club recently and have enjoyed the hospitality of the members: Jos. Guckenheimer, Philadelphia; J. P. Thresher, Benton Harbor; P. H. Dean, Dallas, Tex.; F. M. Odena, Detroit; Col. C. F. Weller, Omaha; E. N. Pickard, Detroit; Geo. Fellingner, New York; C. H. Searle, Sabula, Ia.; Dr. W. R. Ford, Ft. Atkinson, Wis.

W. M. Schroeder, Western man for Hance Bros. & White, is spending his holidays in Chicago.

Alex. Harris, Chicago representative for Johnson & Johnson, will soon leave for Boston and New York, winding up at the factory in New Brunswick. All the firm's salesmen will be there and Mr. Harris hopes to carry off the \$800 prize destined by the concern for the best salesman's stocking.

Geo. W. St. Clair, Western representative for Johnson & Johnson, has just returned from a successful Western trip.

STRAY NOTES.

A. C. Matthews, of Philadelphia, Pa., has purchased the store of John Cotton, deceased, of Charleston, W. Va., and will continue to run same under the old name of the Arcade Drug Store. Mr. Fisher, of the drug firm of Fisher & Streich, Portsmouth, O., is in Florida for his health.

The P. C. Schilling Co., of Pittsburg, has purchased two new stores, making above firm now owners of 14 of the leading stores in Pittsburg. The two stores acquired are the ones owned by H. C. Murto, at 2907 Carson street, South Side, and W. B. Chambers, at the corner of Carson and Tenth streets, South Side. Mr. Schilling is one of the most popular druggists in Pittsburg, being president of the above firm and member of the Board of Directors of the Western Pennsylvania Retail Druggists' Association, and opposed to cutting prices.

C. B. Crowell has recently opened a handsome new drug store at Raleigh, N. C. He is a graduate of the Maryland College of Pharmacy and is a member of the drug firm of C. B. Crowell & Co., that has stores in different parts of the State.

The Drug and Chemical Market.

Review of the Wholesale Drug Trade.

It should be understood that the prices quoted in this report are strictly those current in the wholesale market, and that higher prices are paid for retail lots. The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

New York, December 22, 1900.

THE market has been quiet in all departments since our last, the volume of trade having shrunk to the usual holiday proportions. While there is a good general demand experienced for most lines of staple articles, no heavy transactions have come to the surface. Orders for small assortments have been numerous and confined to no particular section, a wide territory being represented. While in most lines the business passing is not sufficient to warrant any changes in prices, the position of the market still continues favorable to holders, and such changes as are recorded below are for the most part of minor importance, and the continued absence of speculative interest has prompted no disposition on the part of dealers to increase the distribution by price concessions. The most important fluctuation during the period under review is a decline in chloral hydrate, attributed to increased competition among European manufacturers. Quinine, while exceptionally quiet, is steady in tone, and no further price changes have transpired since our last. The principal fluctuations are named in the accompanying table:

HIGHER.	LOWER.
Colicium seed.	Chloral hydrate.
Castile soap.	Menthol.
Oil bergamot.	Oil anise.
Oil wintergreen.	Oil cassia.
	Oil sassafras.
	Balsam tolu.
	Cacao butter.
	Cubeb berries.
	Golden seal root.
	Ipecac root.
	Senega root.
	Snake root.

DRUGS.

Alcohol continues in steady request for jobbing quantities, and both grain and wood continue held at the range previously quoted, or say \$2.45 to \$2.47 for the former and 75c for the latter.

Arnica flowers continue inactive, but the quotations of the market have not varied, 10c to 11c being required as to quality.

Balsams of the various kinds have been in good demand and a firm feeling prevails, especially with regard to Canada fir, which is steadily maintained at the recent appreciation in value. Copaiba, Central American, is in fair consuming demand and prices continue firm at 34c to 37c; Para held at 40c to

43c. Tolu is not selling in excess of jobbing quantities and the market is tame with sales at 26c to 28c, as to quality.

Barks.—Stock supplies of the staple medicinal barks are light, but in the absence of any important demand prices are without quotable change.

Belladonna leaves continue scarce, and prime grade do not offer below 15c.

Buchu leaves continue in limited supply and wanted, but values are nominally unchanged at 25c to 32c for short.

Caffeine is finding a steady consuming outlet at manufacturers' quotations which are well sustained at the range of \$4.75, as to quantity.

Cantharides continues to meet with moderate attention and with the available supply somewhat restricted, prices are steadily maintained on the basis of 60c to 62c, the outside quotation for Russian.

Cassia buds are offered more freely, but the demand is unimportant and the distribution light at current values, which are unchanged from 24c to 25c, as to quality.

Chloral hydrate prices were suddenly dropped 25c per lb. on the 13th inst. The reduction came as a surprise to many in the trade, and is said to be the result of increased competition among European manufacturers. The revised range is 95c to \$1.00 and \$1.00 to \$1.05 for crusts and crystals respectively, but manufacturers are taking orders only for immediate delivery, no contracts being made at the reduced figures.

Cocaine continues well sustained at the full recent advance to \$6.50 to \$6.70, as to quantity, with the offerings somewhat limited. The position of this article continues favorable to holders.

Cod liver oil has been in demand and we hear of numerous jobbing sales within the range of \$24 to \$28 as to brand and quantity.

Colocynth apples continue held at 40c to 42c for Trieste and 17c to 18c for Spanish, though we hear of no special inquiry.

Cubeb berries are freely offered at 10c to 13c for whole and 14c to 19c for powdered, but the concession does not appear to stimulate demand, the distribution being very light.

Cuttle-fish bone continues in light supply, but prices are without special variation, the demand being light and unimportant.

Ergot, German, may yet be obtained at 57c to 58c, though the tendency of the values is upward, recent advices from primary sources indicating increasing firmness, and new crop is being quickly taken up as it arrives.

Formaldehyde is well sustained at 16c to 17c, and consumers are purchasing quite freely of small quantities.

Haarlem oil is selling in a limited jobbing way only, but holders evince no disposition to increase sales by price concessions and the inside quotation for skin-covered bottles is closely maintained at \$2.18, stamps included.

Jaborandi leaves are meeting with only a limited inquiry at present, but prices are fairly well sustained in view of somewhat limited spot supply and a reported scarcity in primary markets; quoted 16c to 18c.

Lycopodium is easier under the influence of a slower demand, and quotations for ordinary and Politz are now 58c to 54c and 57c to 58c respectively.

Menthol is offered more freely at the lower range of \$3.90 to \$4.00, without, however, stimulating the demand to any extent.

Morphine is without new or important feature, the current sales being at manufacturers' quotations, or say \$1.90 to \$2.10 for bulk.

Opium has remained quiet since our last, but continued firmness as to prices is still a feature of the market, with \$3.45 yet quoted for single cases and \$3.45 to \$3.55 for broken packages. Powdered continues in moderate jobbing inquiry at the range of \$4.40 to \$4.50 as to quality and quantity.

Quinine is in slightly improved position, a more active demand springing up in the interval. There is, however, still a notable absence of speculative interest, and such sales as come to the surface seldom exceed jobbing proportions. While manufacturers' quotations remain unchanged on the basis of 30c for bulk, outside holders are quoting 29c for leading German brands and 27c for Java.

Thymol is finding a steady jobbing sale at unchanged quotations, or say \$4.75 to \$5.50 as to quality and quantity.

Tonka beans are held at the range of 70c to 85c for Angostura, with numerous sales reported at these figures.

Vanilla beans continue selling in a jobbing way and values are maintained firmly at the range of \$9.00 to \$12.50 for whole Mexican, and \$4.50 to \$8.00 for Bourbon.

Wax, Japan, is finding a good consuming outlet and values are fractionally higher, 6½ to 7c being now asked.

CHEMICALS.

Acetate of lime is meeting with some little attention from large consumers, and this, coupled with a fair export demand, lends firmness to the market, quotations being well sustained at \$1.05 to \$1.10 for brown and \$1.55 to \$1.60 for gray.

Arsenic, white, has been in good demand for forward delivery and values are maintained steadily at 4½c to 5c as to quality and quantity. Red is less actively inquired for at the range of 7½c to 7¾c.

Benzoic acid is in steady jobbing request with values well sustained at the range of 48c to 45c per pound for syn-

thetic and 13c to 13½c per oz. for natural from gum benjamin.

Blue vitriol is reported as meeting with a fair inquiry, and holders offer at 5½c to 5¾c as to quality and quantity.

Boric acid is held and selling fairly at manufacturers' quotations, or say 10¾c to 11¼c for crystals and 11¼c to 11½c for powdered.

Carbolic acid remains steady in price, with a moderate demand experienced. The sales of crystals in bulk have been at 24c to 25c, and pound bottles 30c to 31c.

Chlorate of potash is held with more steadiness at the range of 8½c to 9c and 9¼c to 9½c for crystals and powdered respectively.

Copperas continues to offer with some freedom, but quotations are well sustained at the range of 45c to 60c as to quantity.

Epsom salt is held and selling in a large way at full manufacturers' prices, or say 90c to \$1.25.

Iodine and its various salts continue in good demand, and manufacturers' prices are well sustained at the quoted range.

Potassium carbonate is meeting with only a limited inquiry, but prices remain steady at 11½c to 14c.

Potassium carbonate is developing a firmer feeling in sympathy with reports from foreign sources indicating recent heavy sales.

Salicylic acid is somewhat irregular. While first hands are quoting 45c to 47c, sales from second hands are making down to 39c.

Sulphuric acid, 66 deg., is taken rather sparingly by consumers and the trade, but values are steadily maintained at 1¼c to 2c, as to quantity.

Tartaric acid has shown no action of importance during the interval, and the usual seasonable dullness has set in. Prices are a trifle irregular owing to competition among holders, but manufacturers continue to quote 30¼c to 31c for powdered as to quantity, the inside figure for lots of 5 bbls. or over.

Saltpetre, crude, is in improved position, the available spot supply being under better control, with 3½c to 3¾c now quoted. Refined is nominally unchanged at 4¼c to 5½c, as to quality and quantity.

GUMS.

Aloes of the various grades continue in light supply and wanted. Prices are generally well sustained, the sales of Curacao being at 4¼c to 4½c, and Cape and Socotrine at 7c to 7½c and 20c to 23c respectively.

Arabic is in light and unimportant demand, but holders are firm in their views at the range of 45c to 55c for first picked, 32c to 40c for second and 14½c to 16c for sort.

Asafoetida continues scarce and in demand, but there is little business passing, holders and prospective buyers being yet apart in their views as regards values. While we hear of some sales at 32c, most holders ask 45c for prime stock.

Benzoin is selling fairly in a jobbing way at the range of 90c to \$1.00 for Siam and 30c to 40c for Sumatra.

Sandarac has sold fairly in a jobbing way during the interval, and for the present restricted spot supply 15c is asked.

Senegal is having a moderate call for small lots at unchanged prices, or say 15c to 24c for picked, 13c to 14c for sorts, and 8½c to 14c for siftings.

Tragacanth is passing out quite freely in small lots to the trade and the market is well sustained at previous prices.

ESSENTIAL OILS.

Anise is easier and local dealers have reduced their spot quotations to \$1.37½ to \$1.40.

Bergamot is offered with some show of reserve, late advices from primary sources indicating increasing firmness there; quoted \$2.20 to \$2.25.

Cassia continues dull and the market is easier in tone; in some instances 72½c is named as acceptable, but prime oil is generally held at 82½c to 85c.

Clove oil continues firm in sympathy with the spice, but there has been no further advance in quotation.

Citronella is easier, but prices are nominally unchanged, 20c to 22c being yet named for drums and cans.

Limes offer more freely at a decline to \$2.40 to \$2.45.

Orange and lemon are firmer in sympathy with the primary markets. The former quoted \$1.60 to \$1.70 and the latter \$1.20 to \$1.25.

Sandal-wood is attracting more attention, and pure is held with increased firmness. While \$3.75 to \$4.00 will yet buy in a large way, it is claimed that prices will soon be higher.

Sassafras is lower, with sellers at 40c to 42½c for natural and 35c to 36c for artificial.

Wintergreen, natural, is maintained at \$1.75 to \$1.90; synthetic offers more freely and prices are lower for the cheaper brands, 45c to 55c being named.

ROOTS.

Dandelion, new crop German, is finding sale in a small way at 8½c to 10c.

Golden seal continues dull and the market is easier in tone at a decline of 57c to 58c.

Ipecac is cabled lower from London and an easier feeling prevails. Purchases can now be made from \$2.60 to \$2.70 for whole and \$2.70 to \$2.75 for powdered.

Senega is slow of sale and the tone of the market is easier at a decline of 44c to 45c.

Snake is in better supply and spot quotations show a decline to 34c to 35c.

SEEDS.

Canary continues firm with the sales at 2¼c to 2½c for Smyrna and 2½c to 2¾c for Sicily.

Celery is dull and neglected and holders have revised their quotations to 7c to 7¼c.

Colchicum continues scarce and in demand with the current sales at 29c to 30c.

Coriander is firm at a fractional advance, dealers quoting 3¼c to 3½c and 4c to 4¼c for unbleached and bleached respectively.

Millet is held at a slight advance and recent sales were at 1½c to 2c.

Mustard, California yellow, continues in demand with sales at 6c to 6¼c.

Rape continues scarce and holders have advanced their range to 3½c to 3¾c for German and 3c to 3½c for domestic.

The Camphor Monopoly.

With the object of avoiding competition among the camphor dealers in Kobe, a camphor trust has been formed there, according to the Chemist and Druggist of London, by Samuel Samuel & Co., Mitsui Bussan Kaisha, and Messrs. Suzuki and Ikeda. An agreement has been made to the effect that the first two companies shall henceforth arrange export transactions, the refining work to be done by the last two gentlemen.

The Condition of Italian Pharmacy.

According to the Paris correspondent of the London Chemist and Druggist, a Dr. Muzarelli has elaborated a law of fifty-five sections which he thinks will be the salvation of Italian pharmacy. That profession, he considers, is in a deplorable condition, not only on account of the spread of specialties, but also because of the large amount of swindling (he calls it) done in various ways, and more especially in the field of experimental chemistry. For this thesis Dr. Muzarelli has obtained the third prize in a competition instituted by the Corriere Sanitario. He proposes that the Government have the monopoly of the manufacturing, storing and distribution of all substances mentioned in the Pharmacopoeia, also of all vaccines, sera, etc., prescribed in medicine. All private manufacturing, compounding or sale of substances intended for healing purposes would be prohibited. On the beginning of each year the Superior Council would undertake any necessary changes in the Pharmacopoeia or prices of drugs.

Pharmacy would be a department of the Ministry of Public Health, divided into three distinct divisions. A pharmacy would be provided for every 5,000 inhabitants, the pay of the pharmacist to be 2,400 lire, and lodgings. No medicaments would be supplied unless on prescription. At the seat of the prefect of the province there would be a "provincial pharmacist" as inspector, and a large laboratory and stock. The education of the pharmacist would occupy four years, finishing up with the passing of the "Laureate" at the Pharmaceutical Faculty of the University of Rome. The whole scheme is very fully elaborated, the steps suggested being first that the qualified man should, as a provincial pharmacist, be attached to one of the three divisions (manufacture, storage or distribution) as inspector, with a salary of 4,800 lire per annum. Then he would be promoted to chief of the section (6,000 lire salary), and the highest grade of all would be chief of the division, with a salary of 7,200 lire.

Winter Homes in the South.

A book, under the above title, has just been issued by the Southern Railway, giving complete information regarding all the winter resorts of the South. For prices of board, etc., address New York offices, 271 or 1185 Broadway, Bureau of Information regarding the South, or Alex. S. Thweatt, Eastern Passenger Agent, 1185 Broadway, New York.

A Class in Pharmaceutical Journalism.

The School of Pharmacy of the University of Michigan proposes to add the teaching of pharmaceutical journalism to its curriculum. The name of the journalist who has been selected to fill the chair has not been given out.

Hints To Buyers.

Write to the Moxon Liniment Co., Mount Clemens, Mich., for introductory terms on their liniment, which is one of the best sellers of the year. In writing mention the AMERICAN DRUGGIST.

Druggists who dispense malt liquors for medicinal purposes should write to Wm. A. Ross & Bro., New York City, for quotation for their bottlings of Guinness' Stout and Bass' Ale, mentioning the AMERICAN DRUGGIST.

If in need of anything in this line of pharmaceuticals you should consult Wm. R. Warner & Co., Philadelphia, before placing your orders. Their lithia tablets and bromo soda are great sellers.

Leopold Mayer, 84 Warren street, New York City, has in stock all the popular makes of vaccination shields, among which are some very handsome transparent celluloid shields, which sell well among the wealthy classes. Write him for quotations before purchasing.

On another page of this issue is illustrated a finger cot, which has a great many advantages, and which costs no more than the less desirable kinds. For samples and prices of this "clingfast" cot, our readers should address the Huron Rubber Co., Cleveland, Ohio, mentioning the AMERICAN DRUGGIST.

The most convenient, durable and attractive line of wood boxes is that known as Mt. Washington, manufactured by the Mt. Washington Box Co., of Boston. The wood is impervious even to oils, and the covers fit snugly. Samples and quotations will be furnished upon application to the company.

The druggists who wish to obtain essential oils in original packages under the label of E. Sachsse & Co., Leipzig, should correspond with Magnus & Lauer, 92 Pearl street, New York, who are the agents for these goods for United States and Canada. This firm also handle a full line of essential oils and perfume supplies.

"The Bar Keepers' Friend" is the singular title selected by George William Hoffmann for a preparation which cleans glass, brass, nickel, etc., with the

least possible effort and in a most satisfactory way. Write to the manufacturer, George William Hoffmann, 295 East Washington street, Indianapolis, Ind., for free sample, mentioning the AMERICAN DRUGGIST.

Theodore Leonhard, of Paterson, N. J., has the oldest establishment in the United States devoted exclusively to the wax industry. If you will specify Leonhard's waxes you will always get what the goods are represented to be. If your jobber does not carry any of his wax in stock, write to the manufacturer and he will furnish you samples free of charge.

The correct weight and chemical purity of the selditz powders made by Chas. R. Doane, of 22 Meserole Street, Brooklyn, together with the remarkably close prices quoted, makes them a standard article with pharmacists in every part of the United States. We invite the attention of our readers to the announcement which appears in another column.

The Tilden Co., of New Lebanon, N. Y., and St. Louis, Mo., were probably the first to take up the manufacture of fluid extracts on a large scale, and they thus bring to bear many years of practical experience in supplying this line of goods. They make a specialty of bulk goods, and large buyers would do well to consult them before placing orders. When writing them please mention the AMERICAN DRUGGIST.

All druggists buying Terraline are cautioned that they should purchase only that bearing the name of the Hillside Chemical Co., who have purchased all rights to this preparation, and will prosecute to the full extent of the law infringers who make or sell Terraline in violation of their rights. For full particulars regarding the litigation our readers should address the Hillside Chemical Co., Newburgh, N. Y.

A distinctly novel article for distribution by the druggists is that offered by the India Food Co., of 289 Fourth avenue, New York. It is a plain biscuit without any medication added, and yet by reason of the fact that it is composed of certain elements of the cereal to the exclusion of others, has a distinct medicinal action. There is an excellent margin of profit provided and the makings of a popular demand.

Mulford's antitoxine and vaccine received the silver medal and diploma of highest awards at the Paris Exposition. For full particulars regarding their work in these lines our readers should write to the H. K. Mulford Co., Philadelphia, mentioning the AMERICAN DRUGGIST. In view of the general prevalence of small pox druggists should get all the information possible on the subject of vaccines.

In these days of merciless competition from unscrupulous and grasping department stores, it behooves the druggist to show his appreciation of the stand taken by a few prominent dry goods houses, such as that of Hearn on West Fourteenth street, New York, who keeps everything in dry goods, but no drugs, and who thus shows his appreciation of the proper limitations of the dry goods store and of the inherent right of the druggist to a branch of trade for which he is fitted by a long and arduous course of study.

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1909
1908

1

2 gal
756 +



3 2044 097 068 514